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ANNUAL CONVENTION OF THE GRAIN DEALERS' NATIONAL ASSOCIATION.

The weather director for Minneapolis failed to respond to the occasion. On Tuesday, the first day of the seventh annual convention of the Grain Dealers' National Association, out-of-doors conditions in Minneapolis were, as Chimmie Fadden might have put it in his gentlest terms, "on de bum." Wednesday was a slight improvement; for while on Tuesday there was rain all day, on Wednesday it rained only a part of the time, thus relieving the monotony of rain by the change to a raw, damp north-east wind. On Thursday there was a general clearing up, and the sun came out after his services for this particular occasion were no longer appreciated by either Minneapolis or her guests from many states. In consequence the attendance at the sessions of the convention in the Metropolitan Opera House was small in comparison with the number of persons who actually went to Minneapolis on account of the convention.

The majority of those present were members or representatives of the receiving houses of the great terminal markets of the valleys of the Mississippi and Great Lakes, with a liberal attendance from the Atlantic Coast ports and New Orleans—a thoroughly representative body of men, barring the country grain dealer who, though not conspicuous by his absence, was nevertheless not so largely in evidence as he should have been. He was there to represent his affiliated association; but as a spectator of the proceedings he was wanting. It was unfortunate that the time chosen for the meeting this year, as previously, was unpropitious: grain men are far too busy in most parts of the country in October to feel justified in taking the time to attend a convention that to most men means a week lost from business in the rush season; and it is believed the request to the executive committee to next year name a date during the last ten days of June will result in a larger attendance of the man from the country station—the real individual "behind the guns."

TUESDAY, OCTOBER 6—MORNING SESSION.

It was nearly 11 o'clock when First Vice-President H. S. Grimes of Portsmouth, O., acting president for some weeks, called the convention to order, and requested Rev. J. S. Montgomery to make the invocation.

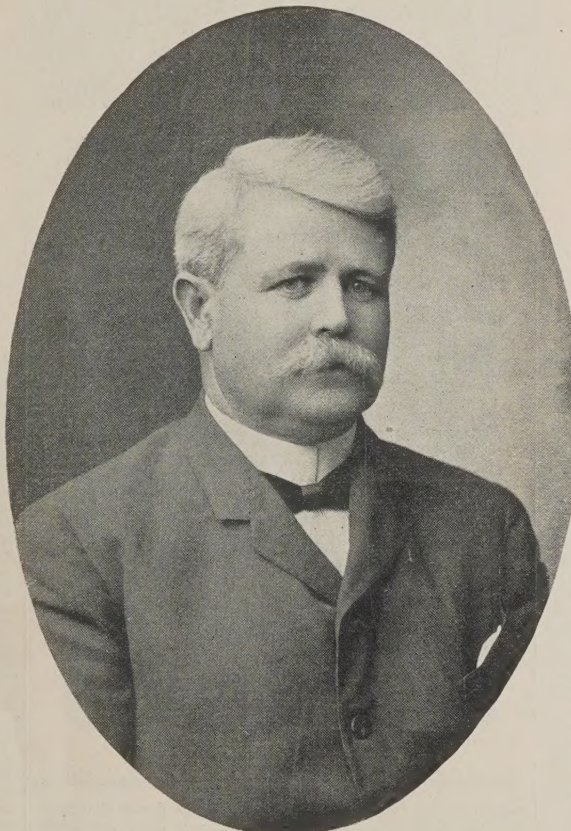
Following Mr. Montgomery, Gov. Van Sant of Minnesota was introduced to welcome the members of the convention to Minnesota. Having referred to the vast agricultural and grazing resources of that state, to the work of the Department of Agriculture's many experiment stations, to scientific agriculture as the need of the hour, and to the influ-

will result in great profit and great good to the land we all love so well. I bid you God-speed in your work here, and bid you good-day and good-bye."

In the absence, because of sickness, of Mayor J. C. Haynes, the welcome to the city of Minneapolis was extended by Hon. Percy Jones, chairman of the city council.

The response on behalf of the convention was made by Geo. F. Stone, secretary of the Chicago Board of Trade. Those who in Chicago and elsewhere have heard Mr. Stone speak upon similar occasions will understand the pleasure his address gave those who here heard him for the first time. Anticipating, as many doubtless did, the far too common perfunctory return of "thanks," taking the commonplace range of the business man all unpracticed in the art of public speaking, the convention listened instead, literally in rapt attention, to an address which in elegance of literary form and in manner of cultured oratorical delivery was truly a gem. His theme was the immortal "Ordinance of 1787," suggested by the existence of the Twin Cities of the Northwest, made possible through the beneficent influence of that great document which dedicated forever the richest part of the Nation to human freedom. How the generous spirit of liberty, born and nurtured of this great Ordinance, responded to its opportunities and the duties of 1861-65, he dwelt upon with patriotic utterance that had no sting of scorn for the defeated, but only words of fraternal fellowship for all fellow citizens of this happy and happily united Nation. He concluded with a gracious tribute to the greatness and hospitality of Minneapolis, which, "nourished by the varied products of a vast region, over the prolific acres of which full streams of immigration must continue to flow for many years to come, with rapidly developing communication both by water and by rail, on either hand to the producer West and the consumer East, 'stands with length of days in her right hand and in her left hand riches and honor.'"

In the burst of applause that followed this superb address (which had been frequently interrupted by similar expressions of approval), Gov. Van Sant again came forward, saying, "Gentlemen, I want to thank you for this splendid opportunity to hear one of your patriotic members. I wonder if you are all like him. I want to congratulate you, not only that you are grain dealers, but that you are patriotic American citizens, and if it



H. S. GRIMES, PORTSMOUTH, OHIO.
President Grain Dealers' National Association.

ence of the former upon the national wealth and prosperity, he concluded: "Believing you, gentlemen of this convention, are in hearty sympathy with him, and believing that your success and his must go hand in hand, benefiting you, the farmer and the state, I extend to you, on behalf of this great grain-producing commonwealth and her happy, contented and prosperous people a most cordial welcome to Minnesota. I realize I am talking to men of business affairs and I trust your meeting here

is possible, I am more patriotic than I ever was before, and if possible, I am prouder of my country than before."

Acting-President Grimes then delivered the president's annual address, outlining the work of the year just ended, as follows:

Gentlemen of the Convention: As your acting president, it devolves upon me to have the pleasure of addressing you upon matters pertaining to the welfare of the Association. In doing so I shall endeavor to touch upon such points that I hope will be of interest to you all.

This is the seventh annual convention of the Grain Dealers' National Association. The Association was organized in Chicago on November 9, 1896, by what might be termed a handful of zealous men who thought it would be to the interest of the grain dealers of the whole country to get together. They thought that there should be an association of grain dealers that would bring them together so they could discuss matters of vital importance to the trade in general and insure something being done to bring about reforms in the business.

At the time this organization was perfected some of the dealers enjoyed advantages to the detriment of others who were equally as much entitled to them. The Association went to work to bring about a mutual agreement with the railroads to do away with arbitrary rates and many other abuses (if you will pardon the use of that particular word) that the grain dealers of this country were subjected to by some of the railroads and at various terminal shipping points. To say that the Association, through its different committees, has entirely eliminated these troubles would perhaps be saying too much, for there is yet plenty of work to do along

isting in terminal markets with the view of bringing about better weights, and that, too, with a success beyond our expectations. We have had foundation for future work, and we hope the results will be accomplished that we are working for. If such is the case, and there is every indication of it, the benefits will be felt by every Western dealer.

Our secretary, with the assistance of several of the Western secretaries, has succeeded in securing an amendment to the Kansas City Board of Trade rules whereby they made an amendment to their inspection rules, which was a great and will be a lasting benefit to the Western shippers.

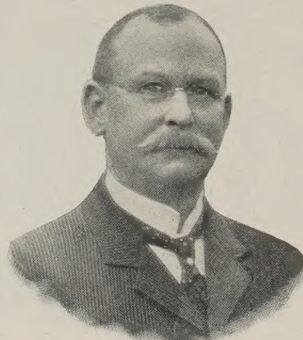
It has been a well-known fact in the past year that almost every kind of cars have been used to

ter up. Its officers are working zealously to establish a public supervision of weights in Kansas City, St. Louis, Memphis, Chicago, Minneapolis and Duluth, and will use their influence in every way possible to bring about the desired results.

Our secretary has spent considerable time during the past year in investigating terminal methods, railroad yards and terminal elevators; and he reports it is not simply necessary to have a supervision of weights in order to secure honesty in the elevator, but should also secure the official record of the condition of the car and car seals on arrival at destination. By securing reports of this character, in an official manner, many claims that are now being brought before the railroads would not be disputed and turned down for lack of information, and the shipper would be the gainer.

Again referring to the bad car equipment, I take from the records of Chief Weighmaster Foss of Chicago that nearly one-half of the leaky cars included in his record are the result of dilapidated condition. It is a pleasure for me to state to you that radical improvements are being made each day in Chicago by the earnest efforts on the part of our secretary in devoting his personal attention and going into the railroads yards and making examinations and then calling attention of the conditions to the proper authorities. He finds, as he informs me, that the terminal yards are largely to blame for a great deal of the loss to shippers, as cars are frequently opened for inspection and never sealed, or, perhaps, stand for hours before being resealed, in which time the thieves get in their work. This is true to a more or less extent in every terminal market in this country.

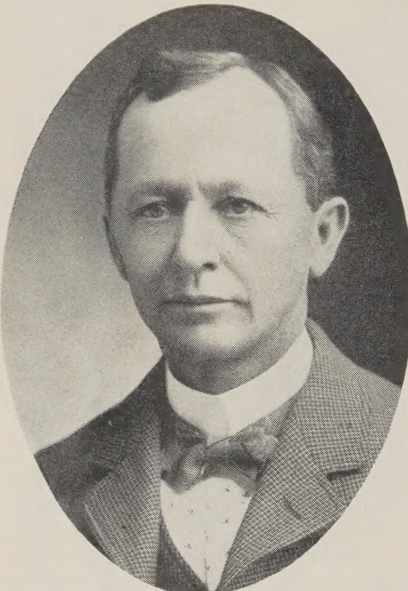
I desire very particularly to call the attention of our members to one very important fact, and that is I fear too much is expected from the officers of the Association, and that not enough interest is taken



JOHN W. SNYDER, BALTIMORE.

First Vice-Pres., Grain Dealers' National Association.

ship our grain, this being the result of the scarcity of cars. That matter has been taken up with the railroads and vigorously prosecuted, until to-day the railroads all over the country have begun to realize that by the use of such poor cars in transit of grain they have worked a hardship upon themselves, and in many cases their losses by poor equipment in transporting our grain have amounted to four or five times the amount of freight received by them for carrying it. With this situation staring them in the face, and the urgent appeals by the Grain Dealers' National Association for better car equipment for their members, we are even to-day realizing that they are endeavoring to comply with our requests; for it was clearly shown to the railroad companies by the National Association that their loss was more than the interest on new equipment, to a certain extent. It will be understood that railroads figure altogether on the interest of the amount of an investment, and when it was shown to them the great losses they were incurring each day by being unable to supply good equipment



GEO. A. STIBBENS, CHICAGO.

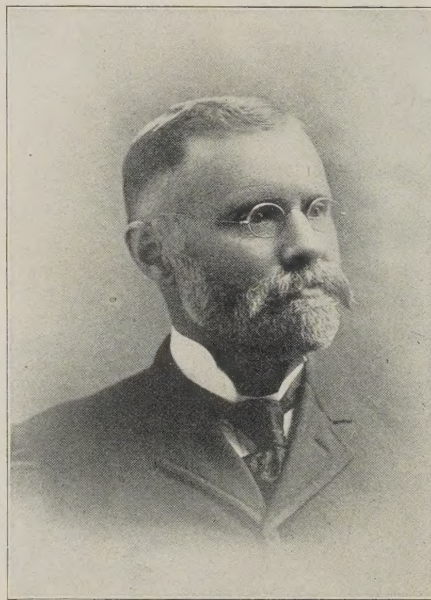
Secretary-Treasurer, Grain Dealers' National Association.

that line; but when I say the Grain Dealers' National Association has to a large extent remedied and in many instances entirely changed the manner of doing business among the dealers and railroads, I say to you exactly what could be surely proven to the satisfaction of persons who care to make the investigation.

In the past seven years this Association has grown from the small body of men that organized it until to-day it is one of the largest associations of business men, regardless of the character of the business, that there is in the United States. We have enrolled among our members the very largest handlers of grain in this country. It is reasonable to suppose that with such an organization great and lasting benefits would be derived by the Association if its affairs are properly managed. In the past such conditions have prevailed and have resulted in great benefits being derived by the members of the Association.

The members of the National Association were the originators of the arbitration feature, and have demonstrated the beauty of it by its practical working. They have decided this year nine important cases in this manner. While the amount of money in connection with same was not large—something like \$1,500—the decisions were rendered without any cost to the individuals who were benefited, and instead of long litigation which usually follows in similar cases, matters were settled to the entire satisfaction of all persons concerned, and the antagonistic feeling that generally results from legal complications was avoided. This one feature alone of the Grain Dealers' National Association repays its members who have the misfortune to have occasion to use the committee in adjusting difficulties that may arise; in fact, more than repays them for the expense of being a member. I might devote my whole address to the benefits that have been derived from the arbitration feature alone, but it would be an injustice to the other committees who have worked equally as hard to bring about the welfare of their fellow dealers.

There has been a continuous war on the evils ex-

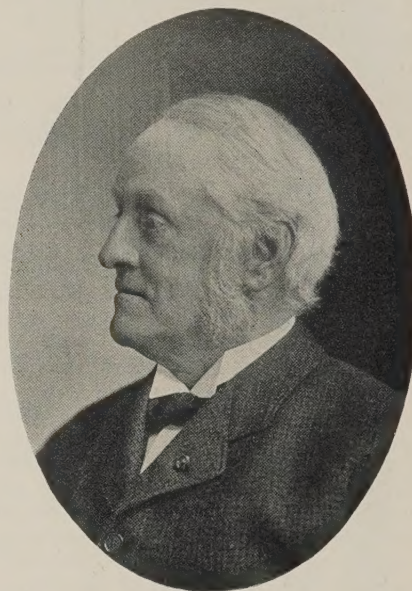


L. CORTELYOU, MUSCOTAH, KANS.

Second Vice-Pres., Grain Dealers' National Association.

but making our members and dealers generally ship in any kind of an old car, it was not hard for them to quickly realize that by paying these claims (which they were compelled to do) they could much easier supply better equipment. The National Association has been working to this end and has been more or less successful. This no doubt can be verified by many of the members that are present.

The National Association proposes as fast as possible to investigate the weighing and inspecting system of every market their members are interested in; and where situations exist that are detrimental to the interest of shippers, the Association will endeavor in every way to have such situations remedied to the satisfaction of the shippers. There is no doubt in my mind that the Western grain dealers are particularly interested in the subject of "Public Supervision of Weights," and the Grain Dealers' National Association has taken that mat-



CAPT. I. P. RUMSEY, CHICAGO.

Director-at-Large, Grain Dealers' National Association.

or work done by the members. Many an item that would be of vast importance to the general trade is lost on account of the members not taking enough interest in the organization to forward the information to the proper officers so that it could be heralded by them to the trade in general. If each individual member of the Association would interest himself enough to report matters he thinks would be of interest to the general trade to our secretary, he would have a foundation, perhaps, on which to begin work that would be largely beneficial to the trade in general. You cannot but agree with me that the secretary must have the proper ammunition to be of benefit to you all; and while he is continually looking for this ammunition, if he had more assistance (I say more assistance, because good work has already been done by a large number of the members), it would be very beneficial.

This Association, as I remarked in the beginning of my address, is one of the most powerful bodies, so far as members are concerned, that exists in the United States, and it can be equally as powerful in mapping out its own destiny. All that is necessary is to be united on every action that will be beneficial to the trade at large and give the same united efforts to matters that are a detriment. We can reach the railroads, we can reach Congress, we can reach state legislation. All that is necessary is to have the foundation to work upon and the energy, which we undoubtedly have, to push all matters of importance through to such an end that we will be the gainers.

This large and enthusiastic outpouring of the members of this Association here to-day only demonstrates to me what can be done, and I hope what will be done in the future. The benefits derived by the members who are so fortunate to attend these annual meetings, conversing with the delegates, exchanging views and giving information as to the grain situation in the different localities, more than repays the members for the expense entailed by being with us. I speak now from personal views, and I believe the views I hold will be agreeable to every gentleman present.

After announcements of the entertainment features of the convention, and the appointment of a committee on credentials, the first session was adjourned.

AFTERNOON SESSION.

Acting-President Grimes, in opening the afternoon session, appointed the following committee:

ON NOMINATIONS.—J. W. Sale, Bluffton, Ind., chairman; M. G. Ewer, Battle Creek, Mich.; L. Cortelyou, Muscotah, Kans.; H. L. Goemann, Chicago; E. A. Grubbs, Greenville, O.; W. O. Brackett, Sherman, Tex.; Col. C. T. Prouty, Kingfisher, O. T.; Charles England, Baltimore, Md.; C. A. Burks, Decatur, Ills.; M. McFarlin, Des Moines, Ia.

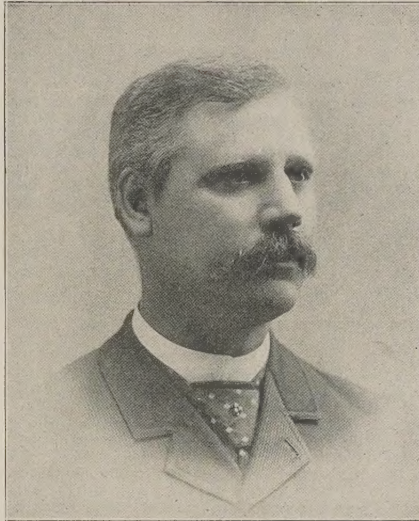
The secretary's annual report was then read by the secretary as follows:

Mr. President and Members of the National and Affiliated Association: I am pleased to present to the members of this organization my second annual report, and desire to inform you that the Grain Dealers' National Association is larger and stronger than ever before.

I take it, this body of representative grain merchants, has assembled here for the purpose of discussing questions of vital importance to the trade, with a view to finding remedies for any and all abuses. Few of you stop to consider the importance and magnitude of the business you represent. Has it ever occurred to you that this country alone annually produces two billion bushels of corn, eight hundred million bushels of oats and six hundred and fifty million bushels of wheat, representing in

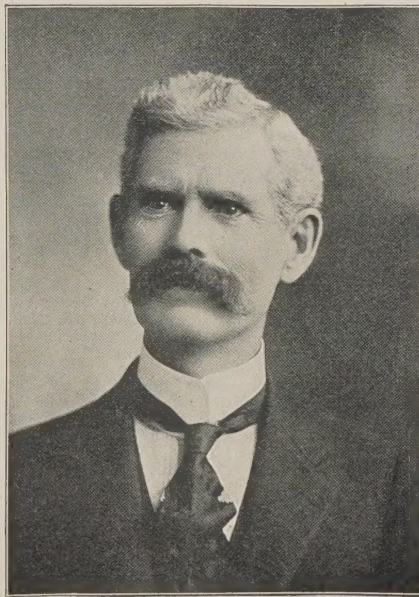
forms are made for the purpose of getting into office, and not one expects they will be fulfilled."

State Weighing Department at East St. Louis.—In June, 1902, the Merchants' Exchange of St. Louis undertook to inaugurate a weighing bureau in East St. Louis; and as soon as this was done, the state administration of Illinois, presumably for political reasons, at once placed state weighers in public elevators in the city of East St. Louis—something that had never been thought of by the political despots of the great state of Illinois prior to the existence of the St. Louis Merchants' Exchange's Weighing Bureau. You will readily understand that when



J. A. KING, NEVADA, IOWA.
Director Grain Dealers' National Association.

state administrations are used for the purpose of polluting weighing and inspection departments, the time has come for the producers and the grain handlers to rise in their might and destroy, with their ballots, the political fangs that are gradually but surely sapping the life blood out of a legitimate business. It behooves every grain dealer to take an active part in legislation pertaining to the grain trade; and I am pleased to inform you that two state associations, in the past, have entered into legislative matters very successfully and have accomplished the objects sought.



D. HUNTER, HAMBURG, IOWA.
Director Grain Dealers' National Association.

Police Protection of Terminal Railroad Yards.—There has been vast improvement in the protection of grain stored in terminal yards in the various markets during the past year, but there is still room for great improvement. Railroads do not seem to realize that they lose annually many times more than it would cost to pay competent watchmen for the purpose of protecting their yards. As I understand it, railroads collect freight charges on the basis of elevator and team track weights; therefore, you will understand that they lose the revenue on all grain leaking in transit or stolen in terminal yards.

The most arbitrary railroads handling grain for the western country are the Wiggins Ferry Co., the Belt Railroad and East St. Louis Connecting Railway of St. Louis and East St. Louis, also the Terminal Railway Association of St. Louis, doing business on both sides of the river and said to control

the Eads and Merchants' Bridges at those points. These lines practically refuse to protect any grain handled by them or placed in their yards, besides their method of handling grain delivered to them by other railroads causes great delay, and oftentimes they are so long in making delivery that the grain deteriorates so much in quality the owner frequently suffers a loss of several cents per bushels.

Fortunately for the grain trade, the War Department and the Attorney General of the state of Missouri recently commenced suit against the bridge combine at St. Louis, including the Terminal Railway Co., Wiggins Ferry Co. and the St. Louis Terminal Ass'n, for the purpose of annulling their charters, as it is charged they are throttling the commerce of St. Louis. It is hoped the suits will have the desired effect and compel the combine to handle property entrusted to their care expeditiously.

Sealing Systems.—Many railroads now use a duplicate system of yard seals, which affords little or no protection to cars of grain for the reason that it is impossible to ascertain by it how many times a car has been resealed, and it may be broken open many times during its stay in a yard and still show the same seal number. It is obvious, therefore, that such a system is inadequate and should be abolished and that much good would be accomplished by replacing it with a consecutive-number system which would show a new number, and necessarily a new record, for each and every resealing. With this in view I have taken the matter up with various railroads, asking for better seal protection. Some of the roads now have the matter under advisement, and I believe that another season will usher out entirely the system of duplicate seals.

Improved Grain Car Equipment.—This subject was taken up by Mr. H. A. Foss, Chicago Board of Trade

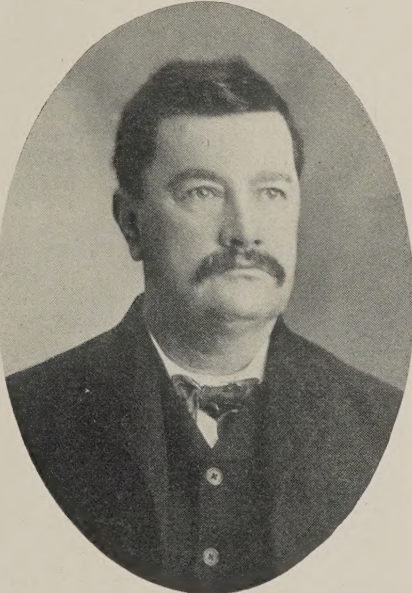


A. F. BRENNER, MINNEAPOLIS.
Director Grain Dealers' National Association.

Weighmaster, his assistant, Mr. Schuyler, and the National Secretary, in personal interviews, first, with the Master Car Builders' Association, and we were informed that they had no power to act, but they referred us to the American Railway Association, by whom we were informed they had no jurisdiction; but they advised us to take it up with the General Superintendents' Association of Chicago which was done,—later writing that association, submitting all the facts, and making a plain statement, showing that the average grain car of to-day, after being in commission a short time, is not a safe carrier. I have been advised by the secretary of the General Superintendents' Association that the matter would be taken up at their first general meeting and carefully considered and that I would be advised of their decision.

In connection with this subject, I would suggest that the President be empowered to appoint a committee of twelve very influential members; said committee to include the president and secretary of the National Association; and I further suggest, on account of the great assistance rendered us by Beard of Trade Weighmaster Foss, that he be made chairman of said committee, whose business it shall be to interview the proper railroad officials for the purpose of securing better car equipment.

Team Track Weighing of Grain Not Satisfactory.—The weighing of grain consigned to team-tracks on wagon scales proves to be disastrous to the country shippers. For instance: a very large shipper of grain who has the best of weighing facilities informs me that elevator weights in Chicago, under the supervision of the Board of Trade Weighing Department, shows shortages of from 50 to 220 pounds per car, and grain sent to team tracks from 500 to 600 pounds to the car. This demonstrates very clearly that the railroad companies should provide track scales in all team-track yards, which would largely overcome the shortages now being incurred. Thus the buyer of grain delivered to team tracks, can, being so located, look after the property he buys; whereas the burden of the shortages now existing is placed upon the country shipper, located



G. J. GIBBS, CLIFTON, TEXAS.
Director Grain Dealers' National Association.

money, when figured at 30c for corn, 25c for oats and 60c for wheat, the stupendous sum of one billion, one hundred and ninety million dollars? If the entire amount of the three cereals raised in the United States were loaded into cars of one thousand bushels' capacity, thirty-six feet in length, they would make a continuous train 23,532 miles in length. When you take into consideration the capital invested and the necessary amount of brains to conduct successfully a business so great, is it any wonder that we have in this audience people from nearly every state in the Union?

Arbitration.—This feature of association work has become very popular with the trade; and our committee during the past year has rendered decisions on nine cases, involving a total amount of \$1,200.11, and only one of the parties to any of the cases has refused to abide by the opinions of the Arbitration Committee. The work of the Committee has met with universal satisfaction, and it is believed by the trade the present committee could not be improved upon. The committee having given a great deal of thought and time to the cases they have considered, I bespeak for them the thanks of the members for their very efficient work.

Inspection Departments.—All inspection departments should be required to reseat cars of grain after inspection, as oftentimes car doors are left open for a considerable time, thereby exposing the contents to thieves; furthermore, it would be no hardship upon grain inspectors to furnish a private seal to be used after inspection, and as it would be a great protection to all grain inspection. An arrangement of this kind could, no doubt, be brought about through inspection departments under the jurisdiction of the boards of trade and exchanges in the various markets, but probably would not meet with favor by the different state inspection departments.

Civil Service for State Inspection Departments.—A civil service bill was introduced into the Illinois legislature last winter and defeated by the politicians, because they feared they would lose their political patronage, and because they said, "Plat-

a great distance from the various terminal markets. An advantage to the railroads in inaugurating track scales would be that they would receive revenue on the entire contents of the cars, which they do not do under the present system.

Chicago Board of Trade Supervision of Weights at Team Tracks.—This question has been taken up with the Chicago Board of Trade with a view of having its department supervise weights, and it is now under consideration by the Directors of the Board.

Package.—Dockages allowed by state law and custom in the various markets are:

Chicago, 40 pounds per car.

Baltimore, 50 pounds.

Minneapolis and Duluth (state law), 30 pounds. In addition to the 30 pounds state dockage taken by Minneapolis and Duluth, the inspectors dock grain according to the amount of dirt and foreign matter it contains.

Cincinnati: One elevator takes a dockage of 50 pounds per car when handled for transfer and 150 pounds when handled for storage purposes or going into bins. Another Cincinnati elevator is accustomed to take a dockage not strictly conforming to

their own. These certificates are signed by the chief weigher of each company and do not show any remarks regarding leaky or bad order of cars on their arrival. Memphis has four public warehouses and the weighing in these elevators is under the jurisdiction of the Merchants' Exchange. The other elevators in Memphis, as I understand it, are not under the supervision of this department. All the elevators and mills in Memphis are equipped with large hopper scales, and the weighing at the various warehouses is done on small platform scales set in the floor.

Reports of leaky cars received in the various markets from Jan. 1st, 1903, to July 1st, 1903: St. Louis, out of a total number of 6,929 cars received 1,045 were leaking; Kansas City, of 22,409 cars received 2,027 were leaking; Chicago, of 94,600 cars received 11,402 were leaking; Minneapolis, of 64,137 cars received 3,234 were leaking; Toledo, of 10,000 cars received 395 were leaking; Indianapolis, of 5,679 cars received 25 were leaking; Duluth, of 14,836 cars received 5,486 were leaking; New York had 23,697 cars but kept no record of leaky cars; Baltimore, of 15,678 cars received 66 were leaking; Milwaukee, of 14,801 cars received 3,391 were leaking. The records of cars received at five of the principal markets show an average leakage of 19 per cent of the total number received.

Southern Trade.—At the Peoria Convention last year, a meeting of Southern shippers was held for the purpose of devising ways and means to help the Southern trade. It was thought best that a Southern division of the National Association, with its members drawn from the South and Southeast, should be formed; and in December, 1903, the secretary of the National Association corresponded freely with the chairman of the committee appointed at Peoria and the members of his committee to bring about this division of the Association. The question was extensively taken up with the entire trade of the South, at intervals of fifteen days each; but none of our efforts were successful, even in securing an expression from the Southern dealers as to their views in the matter; and the idea had to be abandoned, as it was clearly demonstrated the South did not care for organization.

Secretaries' Meetings.—In February last several of the Western state secretaries and the National Secretary held a meeting in Kansas City and appeared before the board of directors of the Kansas City Board of Trade, urging them to amend their re-inspection rule, which was done at an election a few days later; but unfortunately, on account of the peculiar wording of the amendment adopted, it has given but little relief and a very large portion of the grain sold in that market is under the old rule, and unless the words, "unless otherwise agreed," is cut out of the new rule it will never amount to anything.

In August of this year the secretaries of Illinois, Iowa and Kansas and the National secretary met in St. Louis, and made a very thorough investigation of the weighing system in that market; and while there, held a meeting with the weighing committee and quite a number of the receivers, and pointed out to them what was necessary to be done to improve the department; and we were assured by the weighing committee that they would take vigorous steps to bring about the needed changes. I am pleased to report that on September 14 the board of directors of the Merchants' Exchange, adopted the following new rules regarding the supervision of weights:

"All grain and hay received in St. Louis or East St. Louis, or places contiguous thereto, on account of members of the Merchants' Exchange, or consigned for sale to this market, must be weighed under the supervision of the Department of Weights of the Merchants' Exchange, through some elevator, warehouse or track or wagon scales under their supervision.

"The same rule to apply on all grain and hay shipped from this market. The fees to be charged and collected for this service shall be the fees fixed by the Weighing Committee and approved by the Board of Directors from time to time."

Also that—

"On the 22d of September the board of directors approved of the schedule of charges fixed by the weighing committee for the supervision of the weighing of grain and hay and other commodities, to take effect October 1st."

I am glad to state these rules resulted from the secretaries' meeting.

Finances.—This organization in the past has been handicapped, for the lack of funds in the way of carrying the work of reform into all the terminal markets; but with the membership it has at this time, it is now in position to carry on aggressive work from this time forward.

Change of Time for Holding the Annual Meetings.—It has been suggested by a large number of our members that the time of holding our convention be changed to the last ten days of June. They argue that October is a busy time for receivers and country grain dealers, but, on the other hand, they claim the latter part of June is a dull time in the grain business, and consequently a much larger attendance could be secured by changing the date.

New Associations Organized.—During the past year the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri extended that organization further south in the state of Missouri, securing 60 new members. In April a state association was organized in Wisconsin. The state of Michigan was organized in June and North Dakota in July; and all of the new associations have affiliated with the National. The state associations now affiliated are: Ohio, 410 members; Indiana, 209; Illinois, 162; Iowa Grain Dealers' Association, 400; Grain Dealers' Union, 160; Kansas, 255; Texas, 144; Southern Minnesota and South Dakota, 163; Oklahoma and Indian Territory, 150; Michigan, 51; Wisconsin, 75; North Dakota, 20; total affiliated members, 2,285.

The membership among the brokers and receivers in the various markets is 255, making a total individual membership of 2,540. New members secured during the year, 77; transferred members from state association, 3; making a total of 80. There was one suspension and ten withdrawals, making the net gain for the year, 69.

Dues delinquent.—Affiliated associations, \$153; individuals, \$220.80.

I trust the past year's work of the organization will be satisfactory to its members.

SECRETARY'S FINANCIAL REPORT.

RECEIPTS.

Balance on hand Oct. 1, 1902.....	\$ 439.12
Rebate on mileage book.....	10.00
Deposit returned for Joint Agent at Peoria..	17.00
Donation	10.00
From Arbitration Account	105.00
Dues collected	4,200.38
Membership fees	770
	\$5,551.50

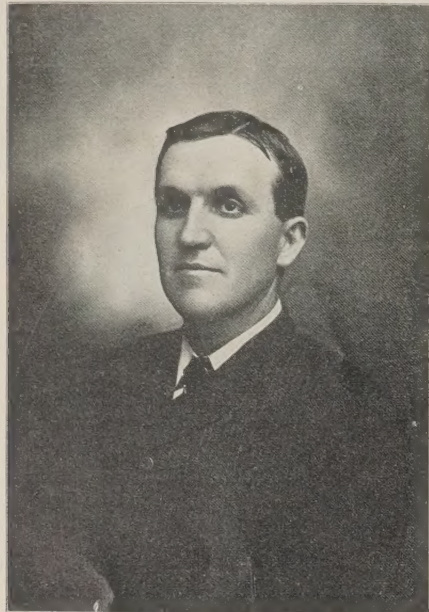
DISBURSEMENTS.

Postage	\$ 315.00
Office supplies	45.25
Salary Stenographer and extra help.....	615.68
Office expense	104.26
Telegrams	31.76
Rent and janitor	170.00
Printing and stationery	340.23
Secretary's traveling and hotel expenses....	378.55
President's expenses	26.43
Visitors' entertainment	42.95
Office furniture	17.50
Secretary's bond	10.00
Exchange on checks80
Secretary's salary	2,500.00
Express charges	25.80

	\$4,624.21
Cash on hand Oct. 1, 1903.....	927.29
	\$5,551.50

The report was accepted, and the financial statement referred to the auditing committee.

J. W. Sale of Indiana, in presenting the credentials of the delegates of the National Hay Association, asked that a committee be appointed to con-



C. B. JENKINS, MARION, OHIO.

Director Grain Dealers' National Association.

the method pursued by the other elevator, but equivalent to about the same thing.

St. Louis, 3 pounds per 1,000 pounds.

East St. Louis, 3 pounds per 1,000 pounds.

Philadelphia, 50 pounds per 1,000 bushels to guarantee out-turn weights. Grain is blown by Philadelphia elevators when so ordered by the inspectors to make grade, and when so ordered 3 pounds per 1,000 pounds is deducted from the ingoing weight. When ordered blown hard 5 pounds per 1,000 pounds are deducted, and when ordered blown extra hard 7 pounds per 1,000 pounds are deducted. These dockages are made to avoid any charges for blowing by the elevators.

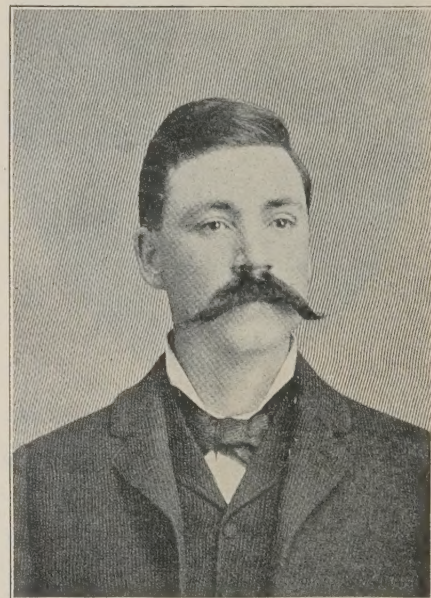
Kansas City, dockage is 100 pounds per car.

Peoria, 50 pounds to the car, unless the car is very small, then no dockage.

I have not been able to learn officially what the dockage is at New Orleans, but from other sources I understand it is 4 pounds per 1,000 pounds.

Toledo, Milwaukee, Memphis, make no dockage.

Weighing departments in the various markets are under the following supervision: Chicago, The Chicago Board of Trade; Kansas, the Kansas City Board of Trade; St. Louis, practically under the Merchants' Exchange; East St. Louis, under St. Louis Merchants' Exchange, but a political side-issue, under the jurisdiction of the state of Illinois, is trying to maintain a weighing department, and in two instances that I know of the inspectors have refused to inspect grain into private elevators unless they were allowed to do the weighing. Milwaukee, under the Chamber of Commerce; Toledo, under the Produce Exchange; Boston, under the jurisdiction of the City of Boston; Cincinnati, public weighers appointed by the Chamber of Commerce; New York, under the supervision of the Produce Exchange; Buffalo, under the Chamber of Commerce; Minneapolis, and Duluth, under the state of Minnesota; Indianapolis has no public supervision; Baltimore, the official weighing of grain is done by a separately organized department of the Chamber of Commerce, provided for under the rules, and is under the control of the Bureau of Inspection and Weighing. At Peoria grain going into elevators is weighed by weighmasters appointed by the elevator proprietors after being examined and instructed by the committee on weights and measures and who are under the supervision of the committee. When going to the distilleries and mills it is weighed by their weighmasters whose appointments have been confirmed by the committee and who are sworn to justly do their duty as weighmasters. New Orleans, I am advised, has no official weighing department and the weighing is done by the elevators and warehouse companies, who furnish weight certificates of



J. C. ROBB, KINGFISHER, OKLA.

Director Grain Dealers' National Association.

sider the proposition of this convention adopting, for the use of the members of this Association, the cipher code adopted and published by the National Hay Association, which is equally useful to both grain and hay dealers, and which is now used by some 500 hay dealers. A committee was ordered.

Chas. B. Murray, superintendent of the Cincinnati Chamber of Commerce and editor of the *Price Current*, delivered the address on "Agricultural Statistics" which appears elsewhere in these pages.

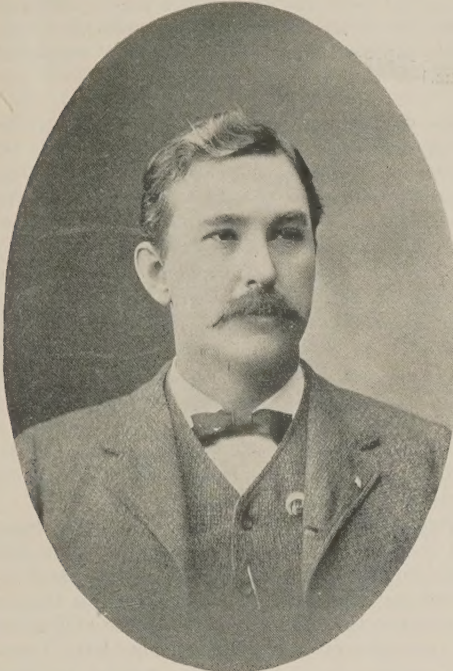
RECIPROCITY WITH CANADA.

He was followed by T. M. Knappen, a well-known Minneapolis journalist and publicist, who kindly consented to take the place on the program assigned to Hon. Eugene F. Hay, who having been appointed a member of the Board of General Appraisers was compelled to remove to New York. Mr. Knappen's paper on "Reciprocity with Canada," which was quite lengthy, appears in part on another page.

In the course of the discussion, J. W. McCaull of

Minneapolis, who is a hearty supporter of this reciprocity movement, said that at the proper time he would introduce a resolution in favor of reciprocity with Canada, and denying the charge of "sectionalism" sometimes urged against this measure; said:

The milling interests of the Northwest are the greatest in the world; and it has been demonstrated that by bringing the best hard wheat of the North and the best soft wheat of the South together and blending them, there is produced the best flour. If, to-day, we could bring the soft wheats of the Southwest and the hard wheats of Canada here and blend them, our wheats would be all advanced, not of the Northwest or of the South alone, but all other, from five to ten cents a bushel; particularly so this year, when we have so much wet wheat in the Northwest. Now, gentlemen, if advancing wheat of the country five cents a bushel is sectional, why, then, we plead guilty. It certainly does not require the exercise of much logic to convince the convention that this benefit will not be sectional in any respect. If you take up any movement of any importance, it is an easy matter to spring the same old story of



F. P. LINT, ATCHISON, KANS.

Director Grain Dealers' National Association.

sectionalism, or that it is sectional in its benefits. We are perfectly willing to unite with you in a protective tariff that helps the Eastern manufacturer. I stand here as a Republican. We of the Northwest cannot see the United States get too large or too prosperous. We will work with you to help you build the Nicaragua or Panama Canal so that you of the Southwest can get to Europe easier, because that will help everything. We will help you on with your irrigation schemes in favor of the West; help you to develop your export trade of Galveston—with any movement that will tend to increase benefits to the United States in general; and when we ask you to come out at this time and endorse reciprocity with Canada, we do it, believing that it is not sectional, even to the interests we have named.

I wish to say to the gentlemen, that our object in bringing this matter up at this time is this: We believe you are business men and have a certain influence with politicians, which class, I regret to say, has heretofore stood with their ears to the ground, constantly listening to hear what is policy. It must be policy before a politician will take a matter up. Up to this time he has been extending to the farmers of the Northwest political policy in the way of tariff, not for revenue but for political effect; but the moment he finds that the business men on the Northwest and the Southwest and all grain growing regions are in favor of reciprocity he is going to work that end. You cannot put it too forcibly to your politicians to your representatives in congress and not only your representatives at Washington but to your representatives in state organizations, to help this matter along. We have a tariff wall—an imaginary wall—on the north that stops importation of grain; a congestion occurs. Liverpool takes advantage of it, and pounds down the price, and our American product and our American raw goods come into competition with that congested market. Are we going to stand it? We will have to settle the matter of reciprocity, and we must take hold of it in a way that Washington can be made to do something.

It is said that Canada is indifferent. Canada is not indifferent, gentlemen. They are waiting for the hour when the United States will take an active step in the matter and recognize the importance of her own interest, and I hope every vote here will be a vote given for this resolution, when the proper time comes. Its benefits will not be sectional; they will extend all over the United States, and we cannot ask anything of you, gentlemen, that will be more beneficial to all, and I trust the resolution will not bring out a dissenting vote.

Mr. McCaull's remarks were vigorously applauded. He was followed by J. W. Snyder of Baltimore, who wanted the wheat to come in that the exporter might handle it as wheat and not as flour only. But he thought the proper kind of reciprocity is annexation. He thought that as Canada is now buying \$155,000,000 worth of products from the United States and selling us only \$40,000,000, there is reciprocity enough, so far as the U. S. is concerned. He agreed with Mr. McCaull that he (McCaull) was talking in the interests of all, but talking more in the interest of the near-by man than of the whole country. "I can ship wheat to-day, it is true, from Canada to Liverpool cheaper than from Baltimore," said Mr. Snyder, "but that is because Canada has had big crops for two years, and your Northwest wheat is in bad condition. Let us take a series of years instead of one or two and the Northwest will furnish the Minneapolis mills all the wheat they want, without Canada."

Mr. Knappen thought Mr. Snyder very poorly informed as to opinion in Canada, whose people are greatly amused at any suggestion of annexation. They are well enough satisfied as they are and do not want any closer political relations. "I would like to see the two countries one, and I believe every patriotic American would; but I tell you the quickest route to annexation is reciprocity even to the extent of free trade. And the more you stimulate trade between the two countries the more you will stimulate a better international feeling and make a nation of Canada instead of a dependency that may some day be transferred from the British Empire to the American republic."

Mr. Rumsey deprecated any discussion of annexation as worse than useless.

After some further debate the subject was dropped.

The chair appointed the following committees:

ON RESOLUTIONS.—Jay A. King, Nevada, Iowa; Fred Mayer, Toledo, O.; G. J. Gibbs, Clifton, Tex.; W. M. Bell, Milwaukee; A. E. Reynolds, Crawfordsville, Ind.; J. R. Marfield, Minneapolis; Capt. I. P. Rumsey, Chicago; John W. Snyder, Baltimore.

AUDITING.—J. W. McCord, Columbus; C. C. Miles, Peoria; G. H. Currier, Prescott, Iowa.

SPECIAL COMMITTEE—To confer with the committee from the National Hay Association in reference to the adoption of the Cipher Code: Geo. A. Wells, Iowa; E. J. Smiley, Kans.; H. B. Dorsey, Tex.

The report of the delegation appointed to attend the last convention of the National Board of Trade was made by Capt. I. P. Rumsey, as follows:

Your committee appointed to attend by courtesy the meetings of the National Board of Trade at Washington, in January last, have to report that they attended same, and beg to submit for your consideration the following:

There has been quite an increase in the membership of the National Board of Trade, due to the change of by-laws and a change of policy. Among other changes, this organization is maintaining at Washington a bureau under the direction of a Commissioner whose duties are to publish from time to time matters affecting commerce and trade in this country and to give information to inquiring members. Congress has been in session but a short time since the last meeting at which the reorganization occurred, and the activity of the association has been all that your organization could have expected under the circumstances. We believe, also, that in the near future, if plans of the National Board of Trade are carried into execution, it will be of advantage for your Association to become members thereof.

Since the annual meeting, and, in fact, recently the membership fees of the constituent organizations to the National Board of Trade have been reduced, so that the present cost to your Association for joining the National Board of Trade will be \$50. We believe that a national organization, conducted upon the lines which have been adopted by the National Board of Trade, may be of great practical value to the commercial interests of this country and that such an organization deserves the support of your Association. It is absolutely essential that the National Board of Trade shall materially increase its membership during the present year, in order that it may be able to carry out its plans for the future.

To that end we advise the passage of a resolution authorizing the directors of your organization to join the National Board of Trade.

Respectfully submitted,

ISRAEL P. RUMSEY,
JOHN B. DAISH.

On motion of J. W. McCord of Ohio the report was adopted, which commits the Association to taking membership in the National Board of Trade.

After some minor business of momentary interest only, the convention adjourned.

WEDNESDAY, OCTOBER 7—MORNING SESSION.

On assembling on Wednesday morning the chair expressed his regret that so few of the grain men in the city were in attendance. A few announcements were made, after which the committee on resolutions reported, recommending the election of the following officers:

For President—H. S. GRIMES of Ohio.

For First Vice-President—JOHN W. SNYDER of Maryland.

For Second Vice-President—L. CORTELYOU of Kansas.

For Director at Large—CAPT. I. P. RUMSEY of Chicago.

Board of Directors—Ohio, C. B. Jenkins, Marion; Iowa, Jay A. King, Nevada; Illinois, H. E. Halliday, Cairo; Indiana, A. E. Reynolds, Crawfordsville; Kansas, F. P. Lint, Atchison; Oklahoma, J. C. Robb, Kingfisher; Wisconsin, Thomas Torrison, Manitowoc; Michigan, C. E. Patterson, Battle Creek; Southwest Iowa and Northwest Missouri, D. Hunter, Hamburg, Ia.; Texas, G. J. Gibbs, Clifton; Southern Minnesota and South Dakota, A. F. Brenner, Minneapolis; North Dakota, M. F. Swanston, Michigan City.

On motion of E. H. Culver of Ohio the report was accepted and adopted and the gentlemen named declared duly elected to the several offices named.

Mr. Grimes, in acknowledging the honor conferred upon him, in part said:

I feel that my election to the presidency of this organization is an honor indeed; one that I can



THOS. TORRISON, MANITOWOC, WIS.

Director Grain Dealers' National Association.

hardly find words to express. This organization is the largest organization of business men in the United States. Its membership is scattered over the whole United States from New Orleans to New York; from Oklahoma, I might say, as far as the North Pole. We have members everywhere. The state organizations are affiliated with the national organization; the local organizations in the different states are affiliated with the state organizations. The combination of the entire body, as I stated, brings this organization up to a membership of about 3,000. Who would not feel proud to be called to preside over an organization of the character of this organization and the membership? I would be an ingrate if I did not express myself in the manner I have.

I will not say what I will do as your presiding officer. I might make statements I would be unable to carry out, but I will say to you that for the past two or three months I have been acting in the capacity of the president of this organization, and, with the assistance of the secretary, have endeavored to do the work; but it is necessary for the members of the different committees that are appointed, as much as it is for any other officer—for you must understand that every member of a committee appointed here is an officer of this organization—to assist the president and vice-president and secretary. With their assistance there is no question whatever that we can carry out every object or aim of this convention. I can assure you, gentlemen, it

will afford me more pleasure to endeavor to get this assistance and to assist those who will assist us than anything that could happen. I thank you very kindly indeed.

Mr. Snyder, first vice-president-elect, said: "When notified at Peoria a year ago of my selection to the position of director-at-large, I promised this Association that I would work under the saddle, on the off side or wherever hitched. That promise holds good to-day. It will be my pleasure to advance the interests of this Association whenever and wherever I can."

Mr. Rumsey, director-at-large, said among other things: "As a soldier I learned to obey orders and not to shrink from any duty. Mr. Snyder has said he would promise 'to work on the off side or any side.' Well, sometimes it is a good thing to have an off ox, or a person considered always on the off side. I do not know whether he is that kind of a fellow or not. I do not like to work on the off side. Unless I see it necessary, of course, to be on the off side, I like to be on the near side. I have learned to ride on the near side, and as in commanding artillery, the officer always rides on the near side, I hope, gentlemen, whatever I do, I will work on the near side of our honored officers."

The chair then introduced C. S. Scofield of the Agricultural Department, who read the paper on "Accurate Methods of Grading Grain" printed on another page of this issue.

Following the reading there was a brief discussion of some points of the paper by E. H. Culver of Toledo and the speaker, in which also W. M. Hays of Minnesota took part, calling especial attention to the value of Mr. Scofield's researches in their application to the work of the agricultural college. "These colleges," he said, "have a large number of students who return home to work on the farm and become producers of grain. If we can educate the farmers on the one hand and the millers and grain dealers on the other,—on the part of the farmers to produce better grades and on the part of the dealers to appreciate the quality of the grain, this work will have an influence on the agricultural business of this country."

INTERSTATE COMMERCE.

The chair then introduced E. P. Bacon of Milwaukee, chairman of the executive committee of the Interstate Commerce Law Convention, who addressed the convention on the subject of further amendment of the interstate commerce law. He said that while the Elkins Bill now in force has largely corrected transportation discriminations between individuals, there remain other discriminations which it will require amendment of the commerce law to correct. There are, he said,—

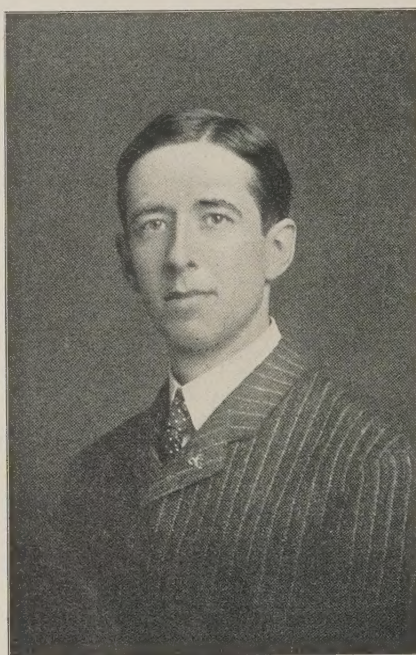
two or three other classes of discrimination which require the attention of Congress quite as much as the one which has been, as we hope, remedied. In the first place, there is discrimination between different localities and different sections that are competing with one another for business, by favorable rates being granted to certain localities and certain sections, and diverting more or less business from certain localities entitled to it. There is also discrimination between different descriptions of traffic; as, for example, in the case of the hay shippers of the country. There was a general change in classification on the first of January, 1900, by means of which over 800 different classes of articles were raised from a lower class to a higher, and having higher rates applied to them than had previously been applied. Hay was one of these commodities, which was raised to the fifth class, subjecting it to an increase of 35 per cent in rates, a traffic which has, I believe, for many years been running up to 7,000,000 tons per annum. This case was carried before the Interstate Commerce Commission by the National Hay Association and a decision rendered in its favor and the railroads of the country were ordered to restore hay to the sixth class, which order has been utterly ignored up to the present time.

There are other discriminations which I will refer to briefly; and, in the first place, I will mention the disproportionate—the unduly disproportionate—charge for less than carload lots as compared to carload lots. In fact, in most cases the charge in less than carload lots is over 50 to 100 per cent more than in full carload lots. This is something that it should be in the power of the Interstate Commerce Commission to overcome. The Elkins law, as originally drafted, provided for the prevention of this class of discrimination, but, owing to railroad influences in Congress, the first section of the Elkins bill was eliminated, and it is the desire of the executive committee, of which I am chairman, to secure the enactment of that first section, by means of which these various irregularities and discriminations between different kinds of traffic and different localities may be overcome.

As you are probably aware, the United States Supreme Court has decided that the present law confers no such power on the Commerce Commission, although the Commission exercised that power for ten years and in numerous cases required changes in rates to be made, which were complied with by the carriers of the country. It is the desire of this committee to secure legislation that will confer that power on the Interstate Commerce Commission.

Governor Van Sant in his spirited speech, yesterday, made use of a term which it seems to me is particularly applicable to the situation. He called it the "equality of opportunity" to all. This is just what is incorporated in the proposed amendment to the Interstate Commerce Act: equality of opportunity to every individual, rich or poor; equality of opportunity to every locality, small or great; equality of opportunity to every interest, no matter what it may be; and this is the first thing that we seek to accomplish in the next Congress of the United States. We want equality of opportunity to every man in business, whether he is powerful or whether his business is small or great; and we want the prevention of discrimination against localities.

These are the things which it is sought to accomplish, gentlemen; and I wish to say, that this can only be accomplished by united effort on the part of the commercial organizations of the country, which I am glad to say, is gradually organizing itself and making itself felt. We organized this committee in St. Louis with representatives present from forty-eight organizations in different parts of the country engaged in different businesses; and since that time about 120 organizations have been added,



C. E. PATTERSON, BATTLE CREEK, MICH.
Director Grain Dealers' National Association.

and influence has been brought to bear on Congress from each locality in a very effective manner. We wish now to secure the co-operation of every commercial organization in the country.

One thing to do is to secure the influence of the voters from the different parts of the country, to have them impress upon their representatives in Congress the fact that this legislation is imperatively demanded. There is no use in a committee going to Congress single-handed and trying to secure desired legislation. The influence that is felt comes from the people. Each member of Congress must hear from his constituents direct on the matter before he will be influenced by any committee which goes to Washington. It is necessary that every voter in the country should make his influence felt and his voice heard with the representative of his district in Congress. So that when we go to Congress again, as we intend to do immediately after its meeting, that there will be a previous influence exerted upon the members of Congress there assembled, which they cannot resist and which will be a backing and foundation to the efforts which will be put forth by the committee.

A thing I wish to mention is a remark made to me by the chairman of the senate committee in Washington last winter, when asking to repeal the bill. He said, "We cannot do a thing towards amending this law until you people can bring the Western and Northwestern roads to consent to it." I asked him if his committee, or if Congress, was subject to the dictation of the Western and Northwestern roads, to which, of course, he could make no reply. He nevertheless asked me what the attitude of these railroads was in the matter, and I told him frankly that it was against it. The railroads want no opposition. They want no authority to step in and correct the abuses which they, in the promotion of their own individual interests, deem it necessary to inflict on the people. I speak of this to show that it is only by individual effort that this thing can be overcome; and we mean to find out at the next session of Congress whether Congress is controlled by the railroads of the country or whether it is controlled by the people.

Mr. Cortelyou, second vice-president-elect, was called upon for a brief speech, but contented himself with an expression of his appreciation of the honor of his election.

Vice-President Snyder then took the chair and introduced Mr. D. Hunter of Iowa, who gave the history of some remarkable specimens of white corn exhibited by him. It is called "Taylor's Improved" (C. R. Taylor, Hamburg, Ia.), the breeding of which was begun fourteen years ago. This season 280 acres were planted to the grain, which will shell out 62 lbs. to the bushel. It was planted on June 9.

The chair then introduced M. A. Carleton, cerealist of the Agricultural Department, who addressed the convention on "The Experiments of the Department of Agriculture for the Improvement of Grain," illustrated by stereopticon views of experimental farms and fields and of scenes in Russia and other lands where Mr. Carleton's work had taken him. [This paper will appear in full in a subsequent issue.]

MUTUAL INSURANCE.

Mr. Reynolds of Indiana, in the absence of Secretary McCotter, detained at Indianapolis by the illness of his wife, made a detailed statement of the affairs of the Grain Dealers National Mutual Fire Insurance Co., which, though having no connection with this Association, is nevertheless an outgrowth of sentiment hitherto voiced at its meetings. The company is now but nine months old; yet its business represents 797 policies, covering 676 risks, with \$1,979,624 at risk. The assets represented \$40,983.25 in cash and \$241,689.69 (net) in premium notes, not counting non-ledger assets of \$6,959.49. The liabilities (premiums received on policies in force, etc.) are \$38,435.91, leaving a surplus of \$2,547.34. The year's receipts were \$40,397.92 and disbursements \$34,518.16.

This record is a phenomenal one. The business of the company, it will be remembered, is to take risks on elevators in an amount not exceeding \$5,000 per risk. The company surveys the elevator at risk and tries to make the maximum rate as low as is consistent with present underwriters' rules. The company is carrying these risks at less than 50 per cent of what they have been costing in other companies, but at the same time it is executing a vigorous campaign to improve the condition of country elevators, and is inaugurating now, and expects to begin, on the first of January next, a system of owners' personal inspection of their own risks; and the plan to have them report to the company, through their foreman, these risks, once every month, and in that way the company hopes to correct the errors in construction and management of elevators. There has been a great loss rate on country elevators, and most of it has been caused on account of ignorance in the management of these risks. The company will not take risks that are below its standard of physical condition, nor does it insure terminal elevators in any amount.

The chair announced the names of the following committee as reconstituted:

ON CONSTITUTION AND BY-LAWS.—D. Hunter of Iowa, chairman; Walter Kirwan, Baltimore; J. C. Robb, Kingfisher, O. T.; Charles R. Lull, Milwaukee.

After some further announcements the convention adjourned for the day.

THURSDAY, OCTOBER 8—MORNING SESSION.

President Grimes called the convention to order at 10:30 o'clock and introduced the Arion Quartet of Chicago, which rendered a couple of selections that were favorably received by the attending delegates.

Secretary Stibbens then read the report of the legislation committee. [This report, which was adopted in a somewhat amended form, appears among the resolutions adopted later in the day.]

SUPERVISOR OF WEIGHTS.

Warren T. McCray of Kentland, former president of this Association, then read a paper on "Public

Supervision of Weights," which appears on another page.

The chair calling for discussion of the paper, Mr. L. Cortelyou of Kansas said that the question of proper weighing was largely responsible for the organization of local associations. The Kansas association was formed to secure better weights. Much had been accomplished, but there is still a large amount of work to be done. The weighing of grain should be taken out of politics. Country weights, however, are not always correct, and he had cautioned members of his association to see that their weights were right before starting cars to the terminals.

H. A. Foss, Chief Weighmaster of the Chicago Board of Trade, suggested that each state association have its own scale expert to visit all the dealers at least once a year to make an examination of the scales and weights.

S. C. Woolman of Philadelphia stated that his market was willing to buy in Chicago and take Chicago weights, but customers could not be induced to take country weights. He related a number of experiences where cars from country shippers had been short, in some cases as much as 10,000 pounds.

George A. Wells of Des Moines said the Iowa association had made efforts to secure claims of shortages with a view to determining where the trouble lay. Weights in terminal markets were far from perfect. Country shippers whose cars were reported short did not know the cause of the discrepancies. He believed the trouble was principally from leaky cars. Nearly one-half the cars received at Chicago are in a leaky condition.

W. S. Washer of Atchison, Kans., was of the opinion that weights in terminal markets had been corrected to a large extent. Losses were now one-eighth to one-quarter of one per cent, while two per cent was the former loss figure. He believed that the country shippers' weights should be corrected and was in favor of Mr. Foss' idea of an inspection of country scales.

J. C. Robb of Kingfisher, Okla., expressed the belief that all inspection and weighing of grain at terminal markets should be under state control. He did not think that all state weighing departments were wrong.

Secretary Stibbens said that all such departments were not wrong, but at the same time the grain trade at large would be benefited by taking the matter of grain inspection wholly out of the hands of the politicians.

C. T. Prouty of Oklahoma said he did not believe that state inspection was necessarily an evil; in fact, he opposed taking this supervision out of the hands of the state authorities.

Mr. Wood, of Edwards, Wood & Co., Minneapolis, stated that his city had no trouble about weights and grades. State inspection, too, in Minnesota was all right and country shippers were satisfied with Minneapolis weights and grades.

F. O. Paddock of Toledo said that the great good of the national meetings came from the discussions of important subjects. He was both a shipper and a receiver, operating country elevators and terminal houses. He was, therefore, interested in both sides of the question. Toledo, he said, had appointed an expert scale inspector who examined all scales once a week. He advised the members of the Association to get into politics and stay there until they had taken the weighing and grading of grain out of the hands of irresponsible parties. Inspection should be so thorough that inspection certificates would be as good as gold; but he did not look to see this until inspection is wholly divorced from politics.

W. H. Chambers closed the debate by defending Chicago weights from a fling at them by Mr. Woods. Mr. Chambers' company ("Pv") are both receivers and shippers at Chicago, where Mr. Chambers was himself located in charge for some months; and he spoke "by the card" when he said Chicago weights were satisfactory.

TRADE RULES.

C. A. Burks, chairman of the committee on trade rules, made the following report recommending

certain changes and additions. In explanation of rule No. 21, it was announced that the Feed Dealers' National Association had affiliated with this Association. The report was as follows:

Your Committee on Trade Rules beg leave to report that during the past year we have been called upon frequently to serve the members of this Association in construing our present trade rules and in passing on questions connected with sales of grain on track or to arrive not covered by our present code. The distance between the offices of the members of your committee has prevented their assembling this year until at this convention. The chairman has answered many letters of inquiry, where the questions submitted were directly and clearly covered, without consulting the whole committee. Where there was any question in his mind as to our present code's covering any or all points at issue, he has sent duplicate copies of the questions propounded, and in many instances the entire communication, to each member of the committee for his individual opinion, and waited their replies before answering the original inquiry, and in most instances accompanied his reply with the original letter from the various members of the committee. This method was more expedient than had we waited for a meeting of the committee, but was not as satisfactory to the members of the committee as had they been able to have met and discussed these matters in person.

We feel that the work of the trade rules committee each year is as important as the work of any other committee of the National Association. It is the purpose of your present committee to set a high standard and by so doing hope to be able to maintain, for the National Association, the respect and support of the entire grain trade. This Association was the first to recommend, and later to adopt, a code of rules. We feel that these rules have done much to prevent controversies and have been of great benefit in assisting in matters of arbitration. Our sister committee—that of arbitration—has done efficient and effective work. We feel that the trade has lots of bad habits, and that it will take patience and perseverance to overcome many of them—a sure cure is slow. We feel, however, that there is no line of trade that has as many good and as few bad men in it as the grain trade. They are the representative business men, be they in the cities, the larger towns, or the small stations.

We would recommend that some provision be made for the trade rules committee, during the coming year, to meet at some central point, at least twice, subject to the call of the chairman.

We would further recommend that some provision be made for the publishing of questions submitted to this committee and of the report of the committee, similar to that adopted by the arbitration committee.

We beg leave to report that your committee, after hearing and considering several suggestions from various members of the Association and the trade in general, thought wise to make a public request for suggestions concerning additions and modifications to our present code of trade rules. Your committee thought favorably of the idea, and the chairman issued through Secretary Stibbens' office the following circular under date of June 30, 1903:

"To Members: Grain Dealers' National Association. Dear Sirs:—The trade rules committee of the Grain Dealers' National Association have been called upon to pass upon a number of points not covered in our present code of trade rules. It occurs to the committee that the rules should cover a number of points not already included; also that one or more of our present rules might be modified to some extent.

"Before entering upon this work, your committee would be glad to hear from the members of the Association in a communication addressed to the chairman, suggesting points which you think need our consideration. Give this matter your careful attention. The committee will be ready with its report for adoption at the annual meeting next fall.

"Please be brief and to the point.

"Yours respectfully,

"C. A. BURKS, Chairman,
"Chicago, June 30, 1903. Decatur, Ill."

This circular was sent to the members of the Association and through the courtesy of the "American Elevator and Grain Trade" and the Grain Dealers' Journal was copied in their columns. In response the chairman received numerous replies. These replies have been kept on file, and your committee has just finished giving each and every one individual attention.

Questions Submitted and Suggestions Offered:

1. Is there a penalty covering purchaser's failing to furnish shipping instructions within stipulated time? Your committee begs leave to refer the inquirer to the latter part of Rule No. 2 and Rule No. 3.

2. Is there any provision whereby purchaser or seller of track grain, or grain to arrive, can call for margin or security during the life of contract, should the market go against either party, as the case may be? Your committee begs leave to report that it has never been the custom of the trade to require margins on purchases or sales of cash grain and your committee does not recommend the adoption of such a rule.

3. When a bank has accepted and discounted grain paper, does the bank become the owner and presumably the guarantor of the amount, and quality of the grain represented by the B. L.? It is the opinion of your committee that this is a legal question for the courts to settle and beyond the jurisdiction of this Association.

4. Should grain sold track or delivered failing to come up to contract grade be applied at market difference or should same be sold for shippers' account

and purchaser have a right to elect that the seller be required to re-fill or buy in for shippers' account? Your committee would recommend that there would be a thorough understanding on this point between the buyer and seller and upon failure to do this Rule No. 1 shall govern.

5. Should receiver charge seller commission on grain failing to grade to contract when shipper orders elsewhere? Your committee recommends that the usage of the market to which the grain may have been consigned shall govern.

6. Should the shipper be charged demurrage on cars not loaded within 48 hours or should the receiver be charged demurrage on cars not unloaded within 48 hours? Your committee would recommend a public discussion of this matter from the grain man's standpoint.

7. There has been a number of questions asked which, while important to the parties interested, do not in the judgment of your committee properly come within the province of the rules of this Association.

We beg leave to recommend the following changes in our present code:

No. 0. On all contracts for the shipment of grain sold on track or to arrive, the rules, by-laws and regulations of the market named in the terms on which acceptance is made shall govern in settlement unless otherwise specified at the time of purchase. In case no rules, by-laws or regulations are regularly established, the following rules shall govern:

No. 2. Time for shipment.—Specific number of days for time of shipment or arrival on all contracts should always be mentioned. Shipments within any number of days shall mean to exclude Sundays and legal holidays. "Immediate shipment" shall mean that the seller has three days in which to load and bill grain, excluding Sundays and legal holidays. "Quick shipment" shall mean within five days, with the same specifications as above. "Prompt shipment" shall mean within ten days, with the same specifications as above. Where no time is specified, it shall be understood to mean ten days' shipment. On failure to furnish billing instructions as above specified, the seller may, on reasonable notice to the buyer, have the right to sell out the grain at best advantage for account the buyer, and the latter shall be responsible for all loss incurred. Time for shipment within the limits named in the contract shall be at the seller's option unless otherwise specified.

We further recommend the adoption of the following additional rules:

No. 17. Overdrafts.—Where overdrafts are made, for any reason, on grain shipments, such overdrafts shall be promptly paid and remittances for balances due on shipments shall also be promptly made.

No. 18. Margins and drafts.—It shall be the duty of all shippers, where sales are made on destination weights and grades, to leave ample margin on drafts to cover possible contingencies or any discrepancies in weights and grades.

No. 19. Arbitration.—Where differences arise between members of this Association, or between members of this Association and members of affiliated associations that cannot be adjusted between themselves, such differences shall be submitted to either the National or state association arbitration committee, at the request of either party. In the event that the decision of the state association committee is not satisfactory to both parties, the question may be appealed for final decision to the arbitration committee of the National Association.

No. 20. Notices at expiration of time shipment.—It shall be the duty of purchasers of cash grain and feed stuffs to advise the seller by wire the day the contract expires, whether the buyer will extend the time of shipment or buy in for the seller's account or is compelled to cancel the unfilled portion of contract. Failing to so advise, it will be understood by both parties that the time is extended five days.

No. 21. The trade rules governing the purchase and sale of grain will govern the purchase and sale of all feedstuffs in straight car lots; also grain, feedstuffs and flour in mixed cars.

On motion of Mr. Burks the report of the committee was adopted as a whole.

RESOLUTIONS

Jay A. King of Iowa, chairman of the committee on resolutions, submitted the following, which were adopted as read:

RECIPROCITY WITH CANADA.

Whereas: We are satisfied that closer trade relations and an increased international trade between the United States and Canada would be commercially beneficial to the citizens of both countries; therefore,

Resolved, That the Grain Dealers' National Association of the United States hereby expresses the belief that an early and earnest effort should be made by this country to negotiate a reciprocity treaty with Canada; and we urge the American Section of the Joint High Commission to endeavor to secure an early session of the Commission for that purpose.

Resolved, That we urge the President and Congress to take up, at the earliest possible time, the question of securing more reciprocal tariff relations between the United States and Canada; and that in such readjustment of the tariffs between the two countries, the import duty on wheat from Canada be removed, provided adequate concessions can be secured from Canada in return therefor.

Resolved, That we impress upon our members the importance of the work of organizations striving for reciprocity with Canada, and that we urge our members to co-operate with such organizations.

OPPOSE NATIONAL INSPECTION.

Resolved, That the members of the Grain Dealers' National Association, in convention assembled, on October 8, 1903, hereby declare their firm belief that

supervision of the inspection of grain by the National Government at terminal markets would be detrimental to the grain trade of the country; and that we hereby oppose any attempt being made to exercise such supervision; because from past experience we have found the supervision of inspectors under political control to be unsatisfactory; and we declare in favor of having the inspection in all terminal markets placed under the supervision and control of the commercial exchange of such market.

INTERSTATE COMMERCE COMMISSION.

Whereas: The Grain Dealers' National Association recognizes the great benefit to the commercial interests of the country secured by the enactment of the Elkins Bill, by the last Congress, for the prevention of discrimination between individual shippers by departure from the published tariff rates for the transportation of property, or any service in connection therewith, whether by the payment of rebate or otherwise; and,

Whereas: It is the sense of this Association that further legislation is imperatively necessary for the prevention of unjust discrimination in tariff rates between different localities and sections, between different descriptions of traffic, and also for relief from continuance of rates unreasonable in themselves; therefore, be it

Resolved, That the Grain Dealers' National Association, in convention assembled, at Minneapolis, Minn., on the 8th day of October, 1903, hereby respectfully memorializes the Fifty-eighth Congress to enact legislation conferring upon the Interstate Commerce Commission authority to determine, upon full hearing, under the provisions of "Act to Regulate Commerce," what change shall be made in a rate or practice found to be discriminative or unreasonable, such determination to be immediately operative and so continue until overruled by the courts; and be it further

Resolved, That certified copies of the foregoing preamble and resolution be forwarded by the secretary of this Association to the President of the Senate and to the Speaker of the House of Representatives immediately upon the reassembling of Congress, and that a copy also be sent to each of the members of both houses of Congress.

Resolved, That the secretary be authorized to issue a circular letter to members of this Association requesting them to interview the representative in Congress from each of their respective districts, and the senators from their several states, or write personal letters to them, prior to their departure for Washington, for the purpose of impressing upon them the importance of the proposed legislation and enlisting them in its active support.

Resolved, That the executive committee be authorized to appoint one or more delegates, at its discretion, to proceed to Washington, at such time as it may deem expedient, for the purpose of promoting the legislation above outlined.

OBITUARY.

Whereas: Death has again entered our ranks and taken two loyal members from us:

W. J. Taylor, of Wright & Taylor, Chicago, Ill.; and T. R. Hess, manager of the Columbus Grain and Elevator Company, Columbus, Ohio; be it

Resolved, That the Grain Dealers' National Association, in convention assembled, this 8th day of October, 1903, do express feelings of deep regret, and extend to the families of the deceased members our heartfelt sympathy; and be it further

Resolved, That this expression be made through the grain trade journals.

THE RAILROAD QUESTION.

The chair then introduced Mr. F. A. Delano, general manager of the Chicago, Burlington and Quincy Railroad, who delivered an address upon "Car Equipment and the Relation of the Railroads to the Grain Trade."

Mr. Woolman of Philadelphia, during the discussion of the paper, called attention to the enormous losses of grain last crop season in transit to the East, citing some remarkable cases of delay which had caused heavy losses to exporters both directly on the grain and in vessel demurrage on space not used as per contract, while the grain eventually went to the distilleries or for fertilizer. The entire country is interested in this condition, which is not without its menace for the approaching corn-shipping season. He agreed that the railroads are entitled to demurrage, as the speaker suggested; but why are not the receivers entitled to similar demurrage for delays? Why do the railroads accept grain they cannot transport promptly? He urged the Association's officers to devise some way to put an end to this condition.

Mr. Bacon of Milwaukee said he could not consent to let the speaker's suggestion of a train-load rate compared with a higher carload rate pass unchallenged. He said that students of transportation and the effect of rates on the community are agreed that the carload should be the greatest unit for basing rates; that a larger basing unit would eventually concentrate business in the hands of a few big shippers or giant corporations.

Mr. Bigelow, secretary of the Kansas City Board of Trade, said that terminal facilities have not in-

creased as fast as needed. The managers are striving for longer trunk lines rather than for good terminal facilities. In Kansas City the congestion has been productive of great loss to shippers. Nor do the roads sufficiently police their yards.

Mr. Paddock of Toledo reminded the speakers that the discussion must be considered as wholly impersonal—the relations of the grain trade to the railroads are too intimate to warrant unnecessary friction. His own company's experience with delays last crop season, caused by the roads, had brought a direct money loss to them of \$30,000 to \$40,000, not including losses on orders not possible of execution because of transportation conditions. The speaker did not report having been remunerated for the losses complained of.

A gentleman from Texas said that in that state railroads are subject to a fine of \$50 a day for failure to furnish cars when 50 per cent of the probable freight charge is tendered with the order for cars. The shipper therefore gets cars when ordered. On the other hand, the receiver is subject to a demurrage fine of equal amount for delay in unloading. He usually unloads promptly!

On motion, adjourned to 2 o'clock p. m.

AFTERNOON SESSION.

The final session of the convention was opened by the report of the auditing committee, who reported finding the secretary-treasurer's financial statement correct, and that the books of his office are kept in a clear and accurate manner. The report was accepted and the committee discharged.

INSPECTION AND POLITICS.

Chas. England of Baltimore was introduced, who delivered an address on "All Grain Inspection Departments should be Conducted upon Civil Service Principles." The address is printed on another page.

Before reading his address Mr. England said he had learned many things about inspection since writing the paper and since his arrival in Minneapolis; and he thought the system and the condition of things generally suggested a line of reform work for this Association; and he proposed the appointment of a permanent committee on inspection to give the inspectors, as well as complainants, a chance to be heard.

On conclusion of the reading by Mr. England, Inspector Bidwill of Chicago was called for. He said that any one listening to the comments on "political (?) inspection" might naturally infer that his department employed as inspectors a bunch of blacksmiths or coal heavers. Giving his own experience as a sample of the methods in vogue in the department during his entire connection with it, he said that he began in 1877 as a helper; was examined three years later and promoted to a third assistant; was again examined and became a second assistant; and was again examined before he was promoted to be a first assistant. His own supervising inspectors have been in the office continuously for thirty years or more. "During my connection with the office, every man promoted has been first subjected to an examination of his skill and knowledge of grain, and that rule still obtains. I am willing to have a committee appointed at any time to make an examination of my office, and will offer every facility for such investigation."

In answer to a question by Mr. Smiley of Kansas as to resealing cars after inspection, he said that he was not empowered to reseat cars, that being the duty of the railroads. He thought it a good plan, however, to have the inspectors reseat the cars; and on that point would advise the Association to take up the matter with the Illinois Railroad and Warehouse Commission. Personally he was ready to do the work of resealing, and had no doubt the Commission would heartily cooperate to make the work of the department satisfactory to the trade in all respects.

Mr. King of Iowa then offered the following resolution:

AGRICULTURAL EXPERIMENT STATIONS.

Whereas: The yields per acre of staple grain crops produced by American farmers are relatively small; and with larger yields the farmers would be

encouraged to increase the acreage planted to produce grains for the market;

Whereas: The agricultural experiment stations of numerous states and the national department of agriculture in co-operation have demonstrated that by breeding these grains and by devising systems of farm management which better prepare the land for the yields and profits of the common grains, they can be greatly increased and the total product substantially enlarged and its quality improved;

Resolved: That the Grain Dealers' National Association heartily endorses the work of the state experiment stations and the National Department of Agriculture in improving the yields and quality of the grain crops of the country by means of plant breeding and by experiments to devise better systems of farm and field management, and urges upon the state legislatures and Congress the wisdom of enlarging the appropriations with which to provide more lands and additional means with which to prosecute this work which brings direct to the farmers, dealers, manufacturers and to the whole people, large returns.

Resolved: That this Association pledge its co-operation with the experiment stations, with the national Department of Agriculture and with associations of seed breeders and farmers devoted to increasing the yields and quality of our grain crops.

Resolved: That we ask the Louisiana Purchase Exposition to arrange for competitive exhibits in grains and in judging commercial and seed grains and in displaying plans for the breeding of these crops, and that liberal cash prizes, medals and trophies be offered to growers, breeders and students in classes in judging and in the breeding of grains in our agricultural colleges and schools.

Resolved: That a committee of three on "Grain Improvement" shall be appointed by the president to carry forward the objects herewith set forth.

Mr. McCaull of Minneapolis supported the motion to adopt by a hearty defense of the agricultural experiment station system. "The limit of the settlement of the arable land in the U. S. is nearly reached; it will be the work of future generations to enlarge the output of grain on a given area of land, in order to feed the ever-increasing population. The experiment stations are pointing the way to such increase. We grain dealers are interested, because any increase in the volume of grain grown enlarges potentially our profits."

The resolution was adopted.

INSPECTORS DEFENDED.

Resuming by general request the debate on Mr. England's paper, Mr. Shanahan of Buffalo said that his inspection department was uninfluenced by politics; but he added that he knew most of the chief inspectors in the United States well, and was convinced that, while there may be some irregularities, these were more due to the system than to the men. He thought the convention should appoint a committee to investigate the inspection departments, in which event he believed they would be found to be much better in form and service than most people think they are.

Mr. Foering, ex-chief inspector at Philadelphia, spoke of the difficulty experienced in getting the grain exchanges even to consider the chief inspectors' suggestions of a uniform system of grain standards. He thought if more attention were given to the inspection departments and what the inspectors are trying to do for the trade, and that if more attention were paid to this movement for uniformity, the trade would generally have fewer complaints to make of the inspectors.

CAR EQUIPMENT.

Weighmaster Foss, in opening a brief address on car construction in order to avoid grain leaks, said he did not agree with Mr. Delano that the shortage did not exceed half a bushel per thousand; he thought that it was in fact from four to ten times that; in other words, from two to five bushels per thousand bushels. He then continued as follows:

Further, my experience in the grain business has convinced me that cars as they are constructed today will never give entire satisfaction, for the reason that the terrible strain which centers along the sides and ends will eventually loosen the sheathing (and sometimes the door and end posts) to such an extent as to cause large leakage of grain.

It seems to me that the constructor should make it his prime object to build such a car for carrying grain that even though the sheathings should become torn away, the grain would still be held intact.

The method that appeals most forcibly to us is that of equipping the car with a tight steel lining; and I believe that railroad companies, by placing such linings over the linings now in use, would make their cars safe grain carriers. The problem rests with the mechanical heads of the railroads, and they should not delay its solution.

During the business experience of many of those present the box car has increased in capacity from 20,000 to 50,000 pounds, and in length from 20 to 50

feet. If every portion of the car had been increased in strength proportionately to the increase in size and the load it is called upon to carry, loss through leakage would not be so great as it now is. Of course, in making this statement I include the grain door as a part of the car, as that part especially has not been perceptibly strengthened, although the doorways in many instances have been increased nearly one-third in size.

Mr. Foss and his assistant, Mr. Schuyler, had upon the stage a part sectional model of a car constructed according to their suggestions in the above address. With this model Mr. Foss explained how leaks at the doors occur, showing how openings are made by bulging under the strain of the grain and by shifting of doors. The gentlemen have devised a pin to be placed at the bottom of the door to prevent bulging at the bottom, which is patented but offered gratuitously to such railroads as will use it. They exhibited also a section of a 3-16-in. steel lining which would prevent leaks, but would add about \$55 to the cost of a 36-ft. car. Shifting of doors might be prevented by doubling the grain doors, placing them fastened back to back so that the cleats on the outside might hold the grain doors in place by striking the car door frame. End doors are as bad as the side doors. These should be made to slide on the inside of the car, and not the outside.

Mr. Foss concluded by presenting to the Association a new pamphlet prepared by Mr. Schuyler and himself and published by the Board of Trade, entitled "The Grain Car: Its Doors and Linings," illustrated by many pictures of cars received at Chicago. This suggestive pamphlet, which will be of great practical use to shippers, may be obtained free by addressing Mr. Foss at Chicago.

MORE RESOLUTIONS.

Mr. King of Iowa offered the following resolutions, which were on motion adopted:

CAR EQUIPMENT.

Whereas: The reasons for and extent of leakages outlined by Mr. F. A. Foss in his discussion of "The Grain Car" and the information given the Association by Secretary Stibbens in his annual report regarding the condition of cars on arrival at terminals, make it very obvious that the railroads and their patrons would be mutually benefited by changes in grain cars from those now in use, and that without doubt cars may be so constructed as to largely reduce the losses by leakages that now occur; therefore,

Resolved, That a committee of seven members be appointed by the president to represent the grain interests in different parts of the country to take this matter up with the railroads, with a view of securing as early action as possible toward the betterment of their grain carrying equipment; and be it further

Resolved, That the long experience of Mr. H. A. Foss, Chicago Board of Trade Weighmaster, in connection with the grain business has sufficiently fitted him to be an active member of such committee, and that he be the chairman, and that Secretary Stibbens, who has heretofore been in conference with the railroads on this subject, be a member of such committee.

THANKS TO MINNEAPOLIS.

Whereas: The immensity of the flouring industry of Minneapolis was heretofore well known to all the members of the Grain Dealers' National Association; the many attractions in about this beautiful city and the enterprise and progressive spirit of its citizens were familiar to many of us; but it remained for the time of this meeting for us to acquire an adequate knowledge of the magnanimity and entertaining ability of the members of the Minneapolis Chamber of Commerce; and it is

Resolved, That we hereby extend to them a sincere expression of our thankfulness and assure them of our high appreciation of the generous and enjoyable entertainments accorded us and the very successful result of their efforts to make our visit to Minneapolis a pleasant one, during the annual meeting of the Grain Dealers' National Association, in Minneapolis, October, 1903, and that our sojourn here will long be a pleasant memory.

THANKS TO SPEAKERS.

Resolved, That the members of the Grain Dealers' National Association in attendance at this meeting hereby express their appreciation of the several able papers that have been presented to us through the kindness and courtesy of the several gentlemen, who in that manner added so much to the interest in our sessions, and we especially mention Mr. F. A. Delano, who undoubtedly was required to neglect important business matters of his own in order to appear before us on this occasion.

THANKS TO THEATRE EMPLOYEES.

Resolved, That the thanks of this Association be tendered to the employees of this theatre for the courtesy extended to the convention, and particularly to the officers thereof.

CHANGE OF CONVENTION DATE.

Resolved, That in the opinion of the delegates present the time of the annual meeting of this Association should be changed to a more favorable season of the year; and we respectfully recommend to the Board of Directors that the date of our next meeting be fixed by them in the month of June, which time will better enable the members to leave their business to attend the meeting.

On motion of Mr. Bacon of Milwaukee the rules were suspended, when Mr. Woolman of Philadelphia presented the following resolution:

DETENTION OF CARS IN TRANSIT.

Whereas: The detention of loaded cars of grain and similar merchandise in transit by the trunk lines to the seaboard has been the cause of serious losses to shippers, receivers and exporters connected with the grain trade; and

Whereas: Such detention not only absorbs a large amount of capital which should be otherwise actively employed, and, what is much more serious, occasions a depreciation, and in some cases a total loss, of the contents of such cars; and,

Whereas: The crop of corn now maturing must be moved promptly and expeditiously in order to avoid the disastrous results accruing from the delays attending the transportation of the crop of 1902; therefore, be it

Resolved, That the proper officers of this Association use their utmost exertions to remedy the delays set forth, and that they be authorized to appoint a special committee, if necessary, to assist them in such work.

Mr. Woolman spoke briefly of the importance of the resolution to the trade, whereupon on his motion the resolution was adopted.

C. B. Jenkins of Ohio then read an address on the topic, "Is the Relation of the Country Elevator Man to the Receiver What It Should Be?"

ARBITRATION.

The following report of the arbitration committee was submitted, and on motion adopted:

It is the pleasure of your committee of arbitration to render the following report of their stewardship:

It seems most remarkable that during the period of one year no more than nine cases should be presented for arbitration, with the belief that these cases comprise a good share of the differences arising between members of this Association that could not be satisfactorily adjusted by the parties themselves; and it is certainly gratifying to observe the willingness of members to entrust their differences to your arbitration committee. There is little doubt but that all parties to the different cases have been absolutely honest in their convictions; but the cases exhibit a fair example of the technicalities connected with the trade; and there is no other business presenting so many opportunities for difference in what might be termed honest, conscientious opinions, in addition to the fact that the broadening of the business adds perplexities to the situation as time progresses.

We have found on several occasions that the difficulties have arisen from the non-fulfillment of contracts on part of the seller, and we have held that the seller is responsible to the buyer in fulfilling all contracts as made, and that his representations shall be reliable and truthful. On the other hand, we have decided that the buyers must protect their purchases when the seller has complied with terms of contract or be liable for any damage and loss that might accrue as a result of such neglect of business principles.

Your committee has always had before it the principle of equity and justice, giving each case full consideration and sparing no pains or patience to obtain the necessary facts or evidence to, as far as possible, enable it to arrive at a satisfactory and justifiable conclusion.

Attached herewith are the detailed decisions of your committee in each case, which may be read by anyone interested or by the Secretary of the Association if this body so orders.

Respectfully submitted,

ISRAEL P. RUMSEY, Chairman.

JAY A. KING.

WARREN T. MCCRAY.

In view of the fact that the opinions have been published, the reading thereof was dispensed with.

Opportunity was then given representatives of various cities seeking the location of the next convention to be heard. Mr. Bacon thereupon spoke for Milwaukee, Mr. Shanahan for Buffalo, Messrs. Smiley, Robb and Leonard for New Orleans, Mr. Saylor for St. Louis, etc.

Mr. England suggested that the best place to hold the convention, other things being equal, would be a city having a hotel that has a convention hall under its roof and a place to show the grain samples annually forwarded by the chief inspectors.

Mr. Lint of Kansas suggested that the various cities desiring the convention submit their claims to the secretary for the consideration of the executive committee.

The chair announced the following committee as provided for by the resolution referring to the work of the agricultural experiment stations: Jay A. King of Iowa, E. P. Bacon of Milwaukee and J. L. McCaull of Minnesota.

On motion, adjourned *sine die*.

NATIONAL NOTES.

J. J. Leonard was easily the best player on the chirpiphone.

The Indianapolis market was represented by W. J. Riley of W. J. Riley & Co.; Bert A. Boyd and John R. Gray.

The dean of the Baltimore delegation was Frederick Megenhardt. He took care of the boys all right, all right.

The Battle Creek (Mich.) market was represented by T. W. Swift and C. E. Patterson of McLane, Swift Grain Co.

Ed Culver had in the Toledo exhibit \$300 worth of seeds, and ears of corn 15½ inches from but to tip. Well! well!

After hearing Delaney yell Chi-ca—Chi-ca—Chicago, a stranger from the West asked if he didn't have Indian ancestors.

The ladies on the Burlington return special were each presented with a bunch of carnations by Fred Mayer of J. F. Zahm & Co.

The "American Elevator and Grain Trade" badge was about the only one of which there was enough to go round and no shortage.

Buffalo—"It's a skinch I get it." Milwaukee—"Why, it's so easy I'm ashamed to take it." Then the railroad man said it would "end in a draw."

A search warrant sent out after the St. Louis delegation found no one but S. T. Marshall of the Calumet Grain Commission Co. It's presumed they couldn't leave the fair.

Peoria market was represented by D. D. Hall of Tyng, Hall & Co.; C. C. Miles of P. B. & C. C. Miles; Alfred Anderson, John P. Rapp, J. W. Gift, Louis Mueller, H. Clark, C. E. Froebe.

O those handsome badges. Artists designed them, skilled craftsmen made them, color and light flashed from them. No wonder there was a demand for them. Did you see Andy when he had 'em all on?

The entertainment committee, composed of W. C. Edgar, E. S. Woodsworth, A. F. Brenner, C. C. Wyman, R. Troendle and C. E. Wenzel, brought this feature of the three days' session to a state of perfection seldom before attained at such a gathering.

Wednesday afternoon there was a trolley ride given to Lake Harriett and to Minnehaha Falls. Twelve cars were needed to take care of the dealers and their friends, and despite the rainy afternoon the trip was an enjoyable one for everybody.

On Tuesday night tickets were given out to the King Dodo production at the Metropolitan Theater or to the smoker at Elks Hall. At the latter place a vaudeville program was given by local Minneapolis talent, with luncheon served in the hall adjoining.

Toledo's badges were distributed by Fred Mayer of J. F. Zahm & Co.; F. O. Paddock of United Grain Co.; A. B. Emmick of Worts & Emmick; Charles Knox of Reynolds & Co.; Harry Cuddeback, with W. A. Rundell & Co.; W. P. Tompkins, with Raymond P. Lipe.

Insurance interests were taken care of by C. A. McCotter and L. R. Doud, Indianapolis, Grain Dealers' National Mutual Fire Insurance Co.; Harry Allee, representing the Millers' National Insurance Co., Chicago; Hugh S. Byrket, representing the Indiana Millers' Mutual Fire Insurance Co.

From Southern terminals: S. M. Bray, representing Williams & Fitz-Hugh Co., Memphis, Tenn.; W. H. Small & Co., Evansville, Ind.; William S. Gilbreath, representing J. M. McCullough's Sons, Cincinnati; F. E. Fleming of Ellis & Fleming, Cincinnati; H. S. Lawler, A. L. Leonhart, W. L. Richeson, Robt. McMillan, New Orleans; G. P. Rose, Nashville.

There were some useful souvenirs presented. C. G. Eggly presented the compliments of the Berne Grain and Hay Co. with a silver comb; C. A. Burks of Decatur distributed a handsome leather pocket and note book; Fred Mayer of J. F. Zahm & Co., Toledo, Ohio, gave out a combination calendar and memorandum book; C. D. Holbrook & Co. of Minneapolis had an aluminum pin tray for the dealers;



SOME OF THE BADGES WORN AT THE MINNEAPOLIS CONVENTION.

DESCRIPTION — CITY BADGES.—Baltimore—Black and yellow ribbon, silver lettering, button with city flag. Buffalo—Purple ribbon, gold lettering, button in colors. Boston—Chamber of Commerce, dark blue ribbon with gold lettering. Chicago—maroon ribbon, gold lettering, oxidized bronze pendant and pin with celluloid plates. Des Moines—scarlet ribbon, black lettering. Kansas City—Board of Trade, orange ribbon, black letters. Milwaukee—sky-blue ribbon with gold fringe and lettering, gold pendant from red, white and blue ribbon, badger and log pin. Minneapolis—white ribbon, black letters. Peoria—navy blue ribbon, gold lettering. Philadelphia—sky-blue and yellow ribbon, black steel pin (Carpenter's Hall) and Liberty Bell pendant. Toledo—pink ribbon, bronze pin and celluloid plate and pendant. State BADGES.—Indiana—white ribbon, blue lettering. Iowa—pale blue ribbon, black lettering. Kansas—sky-blue ribbon with gold lettering, gold pin with celluloid plate and sunflower pendant. Ohio—yellow ribbon, black lettering. Oklahoma—blue ribbon, scarlet lettering. OFFICIAL BADGES.—General, scarlet ribbon, celluloid button ornamented with an ear of corn in the husk in natural colors. BUTTONS, ETC.—Illinois Valley Grain Dealers' Association—steel policeman's star with the association initials on the points and "Booster" across the face. Chicago—City insignia and lettering in maroon on white. Milwaukee—white with scarlet center and blue lettering. Milwaukee—Chamber of Commerce, gold sheaf of wheat. St. Louis—flag, blue field and red, white and yellow bars. Illinois Grain Dealers' Association—metal streamer in blue with gold trimmings. PRIVATE BADGES.—"Zahm," pink ribbon, black lettering. "American Elevator and Grain Trade"—gold medal pendant from gold pin. MISCELLANEOUS—Jay A. King "boomers," white ribbon and gold lettering. Baltimore—"Good-bye Minne"—white ribbon, black letters.

William S. Gilbreath of J. M. McCullough's Sons of Cincinnati, Ohio, and W. A. Fraser Co., Chicago, distributed lead pencils.

O, yes, there were state secretaries there, the lineup being as follows: G. A. Wells, Iowa; S. B. Sampson, Indiana; George Beyer, Illinois; M. G. Ewer, Michigan; J. W. McCord, Ohio; E. J. Smiley, Kansas; H. G. Miller, Nebraska; Col. C. T. Prouty, Oklahoma; J. J. Quinn, Minnesota-Dakota.

From the Baltimore market there were James C. Gorman, president of the Baltimore Chamber of Commerce; Walter Kirwan, J. Frank Riley, A. A. Kuhl, John W. Snyder, Charles England, James A. Clark, Frederick Megenhardt, C. C. Macgill, George S. Jackson, George A. Hax, Wm. Rodgers.

On the Des Moines Cereal Club special there were W. F. Morgan, E. L. Bowen, Ed C. Nettels, C. H.

eral musical selections. After the early crowd had dispersed somewhat there was dancing until a late hour.

Visitors included M. A. Carleton and C. S. Scofield of the Department of Agriculture, Washington, D. C.; Professor Holden of Iowa State Agricultural College, Ames; C. B. Murray, Editor of Cincinnati *Price Current*, Cincinnati, Ohio; Thos. B. Baldwin, special agent of the Bureau of Statistics, Department of Agriculture, Washington, D. C.; B. Frank Howard, Editor *Daily Trade Bulletin*, Chicago.

Machinery displays consisted of a model of the Tweedale & Harvey Perfection Grain Drier, exhibited by Robt. Aitchison on the floor of the Chamber of Commerce; a Fuller & Johnson Mfg. Co. Gas Engine in operation, by B. Tucker at 324 N. First Ave.; a model of the Electric Bin Signal, manu-

lis, by F. H. Day; Fuller & Johnson Mfg. Co., Madison, Wis., by B. Tucker; McLeod Automatic Grain Weigher, Chicago, by W. T. Eaton.

The delegation from the Southwest embraced George Davis of Ernst-Davis Grain Co.; A. C. Pearson of H. L. Strong Grain Co.; J. T. Snodgrass of Snodgrass Grain Co.; L. A. Fuller, F. H. Tedford, all of Kansas City; E. D. Bigelow, secretary Kansas City Board of Trade; F. P. Lint, secretary-treasurer The Hinds & Lint Co., Atchison, Kans.; William S. Washer, H. C. Berry and J. E. Clark of The S. R. Washer Grain Co., Atchison, Kans.; C. A. Dayton, J. B. Bracken, J. M. Flynn, M. H. McNeill, W. A. Hinchman, Kansas City.

Milwaukee, in its solicitation for the next meeting, was backed up by the following: B. G. Ellsworth of L. Bartlett & Sons Co.; A. K. Taylor of Milwau-

SOME QUICK SKETCHES AT THE GRAINDEALERS' CONVENTION.



E. J. Smiley recognizes the Kansas high sign given by I. Cortelou. F. H. Culter, of Toledo, buttonholed by Curt M. Treat of Buffalo, where the next convention will be held. U.

A GROUP OF MEN PROMINENT IN INSPECTION OF GRAIN



C. B. Murray, Editor Cincinnati Price Current. This is a dry subject, is it not?



J. F. HENDALL, CHAIRMAN, COMMITTEE ON APPEALS, CHICAGO. J. F. BIDWILL, CHIEF INSPECTOR, CHICAGO. GEO. B. POWELL, CHIEF CLERK, ILLINOIS GRAIN INSPECTION. GEO. WHITE, CHIEF INSPECTOR, NEW YORK.



SKETCHES AT THE GRAIN DEALERS' CONVENTION

SOME OF THE MINNEAPOLIS "JOURNAL'S" CARTOONS OF THE CONVENTION.

Caswell, C. Casebeer, Lee Lockwood, M. McFarlin, F. L. Pope, Ed McDougal, J. W. Chambers, Ed Hamlin, Frank Berry, C. D. Sturtevant, S. T. Aber, H. C. Mohler, L. Warren, M. Pickering, C. H. Slack.

Just to see that the railroads got all that was coming to them, there were present: Ed C. Nettels, Div. Frt. & Pass. Agt. C. M. & St. P. Ry., Des Moines, Iowa; T. W. Procter, Div. Frt. & Pass. Agt. C. M. & St. P. Ry., Minneapolis, Minn.; C. M. Caswell, Div. Frt. Agt. Rock Island Ry., Des Moines, Iowa; H. Jamme, Asst. Gen'l Frt. Agt. C. M. & St. P., M. & O. Ry., Minneapolis.

Thursday evening a promenade concert was given in the exchange hall of the Chamber of Commerce, which was attended by all the visitors and very many Minneapolis Board of Trade men with their ladies and friends. An orchestra furnished music and the Arion Quartette brought by the Chicago Board of Trade, and Jackson Brothers, furnished by the Milwaukee Chamber of Commerce, gave sev-

factured by Slife & Raygor Mfg. Co., exhibited in the hotel rotunda; a McLeod Automatic Weigher, shown at Hotel Rogers by W. T. Eaton.

Eastern markets were represented as follows: Buffalo, by Curt M. Treat, E. A. Reed, S. W. Yantis, George Gisel, J. H. Rodebaugh, H. Miller, Dudley M. Irwin; New York, by A. C. Field, P. M. Strong, James Simpson, Chas. A. Swan; Boston, by A. J. Lane, E. P. Knight, J. E. Southworth, George F. Reed; Philadelphia, by William P. Brazer, Thos. Ronald, T. Powers, A. S. Heathfield, C. C. Lewis, J. W. Cox, Horace Cook; Greenville, Ohio, by E. A. Grubbs.

A larger number than usual of machinery men were there. Firms represented were: The Weller Mfg. Co. of Chicago, by W. H. Kaiser; Tweedale & Harvey and Robt. Aitchison Perforated Metal Co., Chicago, by Robt. Aitchison; Younglove & Boggess Co., Mason City, Iowa, by J. F. Younglove and L. Boggess; Day's Dust Collecting System, Minneapo-

kee Elevator Co.; E. P. Bacon; F. Knowles; Chas. R. Lull; Wallace M. Bell; C. W. Leland; Wm. Sawyer; J. K. Lowry, Herman Franke, P. C. Kaum, Frank Hinckley, John Buerger, Lou White, Walter L. Kasuba, K. Nokes, Julius Kargel, C. B. Pierce, H. M. Stratton, Frank Cole, O. R. Sickert, W. D. Sanger, Gus R. Scott, J. Karger, W. N. Townsend, John Foley, Jr., G. C. Holstein, R. B. Watrous, F. E. DeCelle, John Meigs.

Buffalo and Milwaukee were both out with attractive booklets calling attention to their cities. The Washburn-Crosby Co. of Minneapolis distributed a handsome brochure entitled "Think of Gold Medal." The Northwestern Railway had its usual program which was supplemented with a guide to Minneapolis. The Minneapolis Chamber of Commerce distributed a book which had for its subject the exchange. It was handsomely illustrated and embraced a complete history of Minneapolis as a grain and flour center. Pond & Hasey Co. circu-

lated leaflets illustrating the Flour City Improved Distributing Spout.

The Chicago delegation embraced the following: George F. Stone, secretary of the Chicago Board of Trade; John Hill, Jr.; H. A. Foss, chief weighmaster; A. E. Schuyler, assistant weighmaster; F. L. Schuyler and Geo. J. LeBeau of the Chicago Board of Trade; J. W. Radford, with Pope & Eckhardt Co.; Capt. I. P. Rumsey and Edward Hymers, of Rumsey & Company; J. K. Hooper and J. J. Fones of Lasier & Hooper; Emil C. Butz, with Rosenbaum Brothers; Clarence H. Thayer of W. R. Mumford Co.; Edward G. Heeman; W. M. Hirsche, with E. W. Wagner; S. J. McTiernan, with Tri-State Grain Co.; J. P. McKenzie; W. M. Christie and Harry Paynter, with Fyfe, Manson & Co.; John W. Weinand and Geo. W. Ehle, with Ware & Leland; H. H. Freeman of H. H. Freeman & Co.; H. L. Randall of T. D. Randall & Co.; H. S. Williams of Gray & Williams; O. C. White, with H. Hemmligarn & Co.; A. E. Wood, with E. W. Bailey & Co.; Geo. A. Weg-

phy; Z. A. Fuller; James Patten; C. F. Schneider; F. S. Smith.

WM. T. BAKER.

Wm. T. Baker of the Chicago Board of Trade died very suddenly and unexpectedly about 11 o'clock p. m. of October 6, of heart disease. He had attended to his day's business as usual and had played golf at Exmoor after the close of the business day; but feeling ill after dinner, he called a physician. The latter was unable, however, to relieve him, and death ensued.

Mr. Baker was born in Herkimer County, New York, September 11, 1841, his father being a farmer, who came to this country from England in 1838. He began life as a grocer's clerk in New York state, but came to Chicago in 1861, and entered the service of Hinckley & Handy, Board of Trade brokers. In 1868 he formed the firm of Knight, Baker & Co., in partnership with C. A. Knight and W. F.



THE LATE WILLIAM T. BAKER.

ener and J. W. McCabe of W. F. Johnson & Co.; Frank Delaney, with Nash-Wright Co.; S. T. Edwards of S. W. Edwards' Sons Co.; F. M. Baker of Baker & Traxler; J. J. Leonard, with George H. Sidwell & Co.; J. J. Stream of Chicago Grain & Elevator Co.; H. H. Ray, with J. Rosenbaum Grain Co.; Milton Churchill of United Grain Co.; F. D. Austin of Creighton & Co.; Henry L. Goemann of Goemann Grain Co.; Charles Case, with Bartlett, Frazier & Carrington; Frank Cheattle, with I. N. Ash & Co.; John F. Howard and L. B. DeForest, with W. L. Fraser Co.; M. J. Timberlake, with Seckel & Co.; Edward Andrews; John H. Brookes, with J. H. Dole & Co.; W. P. Anderson of W. P. Anderson & Co.; M. E. Cook; Charles W. Dougherty; C. D. Dillon of Neola Elevator Co.; S. A. Dalton, with Eschenburg & Dalton; E. J. Ford; L. S. Hoyt of Lowell, Hoyt & Co.; H. F. Dousman, with Hulburd, Warren & Co.; H. Hahn and F. C. Landers, with Gerstenberg & Co.; Geo. S. Green of Illinois Seed Co.; Jas. Kidston; J. G. Martin of Northern Grain Co.; B. Pfalzer; Henry Rang, Jr.; A. L. Somers of A. L. Somers & Co.; W. J. Thompson, with B. S. Sanborn & Co.; M. E. Tompkins; George A. White of Churchill-White Grain Co.; L. B. Wilson of Van Ness & Wilson; W. S. West; E. G. Cool, with T. E. Wells & Co.; W. K. Mitchell of the Calumet & Western Elevator Co.; J. B. Scott; D. Mur-

Cobb. In 1878 Mr. Knight withdrew and the firm of W. T. Baker & Co. was formed.

Mr. Baker was five times president of the Chicago Board of Trade: in 1890, 1891, 1895, 1896 and 1897. As president of the Board, his administration will be remembered with gracious honor as distinguished by a successful movement of reform begun by him to stamp out "privilege trading," which, being a violation of the Illinois criminal code, had brought the Board into disgrace for its habitual and deliberate defiance of the laws of the state. Under his administration, the practice was thoroughly stamped out; and that beginning of reform undoubtedly was the stepping stone to the several subsequent reforms which have restored the Board to the confidence and respect of both its own members and the general public. It has been truly said that as president of the Board, "he impressed upon that institution his own ideals of perfect honor and absolute integrity. The grain trade of the West found in him a leader in relentless warfare against all that was evil, corrupt and dishonorable. He was a man who never gave ear to expediency when right vs. wrong was the issue. The Chicago Board of Trade, and in fact the entire grain trade of the West, owes much of the high standing it enjoys to-day, to the personality of William T. Baker."

As president of Chicago World's Fair Company Mr. Baker rendered further conspicuous service to Chicago and the world; and this artistic service to Chicago was happily supplemented by his labors on behalf of civic purity in Chicago as president of the Chicago Civic Federation. He was a valued member also of the Chicago, Calumet, Midlothian, Exmoor and Washington Park Clubs.

Mr. Baker was twice married. His first wife, who was Miss Annie E. Dunster, died in 1873. In 1879 Mr. Baker married Miss Anna F. Morgan, who survives him. There are four children, Howard W., C. H., and Henry D. Baker and Mrs. Van Wagener Alling.

PUBLIC SUPERVISION OF WEIGHTS.

[A paper by Warren T. McCray of Kentland, Ind., at the annual meeting of the Grain Dealers' National Association at Minneapolis, October 8, 1903.]

One of the most important branches of the traffic in grain, from the time the local dealer receives it from first hands and starts it on its journey through the various channels of commerce, until it reaches the garner of the large terminal elevators, is found in the successive weighing departments through which it passes. Grain being strictly a cash commodity, the operation of weighing is like measuring out so much money and should be done as carefully and accurately as a bank cashier or teller receives and pays out cash in the routine of his daily business.

Weighing is at all times and under all conditions a distinct and specific operation, and should always be checked by both buyer and seller or their authorized representatives. At all terminal markets where grain is sold on destination weights which are to be considered final, the weighing should be done by men whose sole object is to secure correct weights and who hold their positions on account of their ability and worth. They should be conscientious, honorable, trustworthy, fearless and endowed with more than ordinary intelligence, and should have more than the average tenacity and stability, so they will stand firmly for that which they know to be right. It is especially important and essential to the honest administration of the affairs of the weighing departments that these men are not restrained or hampered with obligations either political or otherwise.

No man should hold any office whose duties for any cause he is unable to perform, and no man should occupy a position of trust who is lacking in the ability or integrity which a proper administration of the office demands. The same rule should be applied to the management of public business, and the same careful judgment should be exercised in the selection of help as a safe and conservative business man would use in the conduct of his private affairs.

It is a fact not generally known that there are weighing departments in some markets, which many of you are using, that are maintained solely for the fees demanded and obtained and to furnish opportunities for the bestowal of favors in recognition of partisan activity. Departments operated in this way are a disgrace and a reproach to the politics of the states which permit the possibility of such conditions to exist. It is a deplorable fact that this method of conducting the affairs of the department has sometimes been used by unscrupulous elevator interests, who are willing to take advantage of these facts to cover up their questionable dealings. There are some concerns who are so anxious to pay dividends that apparently they have lost all sense of right or wrong, and for this class these conditions make it easy to prey upon the country shipper, who, under the law of the trade making destination weights final, can have no redress and is compelled to endure in silence.

I have it on good authority that there is an inspection department in one of our markets that refused to inspect at elevators where the services of the weighing department were not wanted, and even went so far as to demand that the weighing fees should be paid in addition to the inspection

fees, regardless of whether the weighing service was rendered or not.

All who are acquainted with the grain business and have made a study of the conditions affecting it, can attest to the uniformity with which political state boards have hampered and blighted the business and will agree that before we can get down to a safe and practical basis it will be necessary to entirely eliminate such uncertain and incompetent interference with commerce.

I am inclined to think that there is a general sentiment and a firm conviction in the minds of the grain dealers of our country of the correctness of the principle that the merit system alone should govern both the inspection and weighing departments of our large markets. Until the time arrives when this principle, applied by business men interested on all sides of the question, supplants the present method of rewarding party-workers, no business is safe in state control.

A tally-man or weigher who obtained his appointment through political pull or influence, and does not owe his position to his superior officer, all other things being equal, does not make as good a tally-man or weigher as one who secures his place from a business standpoint and holds it on account of his intrinsic value. The best interests of the trade therefore demand that the purpose in view should be to secure the most efficient men for these important duties. Reputable associations, such as the legalized boards of trade and commercial and merchants' exchanges of our terminal markets, can safely be entrusted with this work and would carefully see to it that justice was done on the questions of inspection, weights and measures, for upon this as much as anything else depends their success and prosperity.

There is a system in vogue in many of the leading markets of taking a certain number of pounds from each car, and justifying the act by calling it dockage. This runs from forty pounds per car in some markets to as high as five hundred in others. This should be abolished. The shipper is entitled to the last pound in the car, and there is no good and valid reason why it should be withheld from him. To sanction or excuse this practice is to legalize theft and encourage larceny.

There can be no doubt that the methods of weighing are being improved, and reforms in this as in other affairs will follow agitation. It has not been long since many terminal markets had no supervision of weights, the weighing being done by the employes of the elevator companies, who, in some cases, charged as high as one dollar per car. The temptations that followed this method of doing business were in many cases too great to withstand and it is not difficult to determine who was the loser in the transaction or why the shipper lost confidence in terminal weights.

There have been some radical changes in the method of handling the details of the business in some of our more progressive markets since the first meeting of the Grain Dealers' National Association was held. There have been marked improvements in the system of weighing and tallying the grain, of supervising and testing, the repairing of scales, the sweeping of cars, the guarding of yards and the sealing of cars both before and after inspection and sampling.

With one accord we congratulate the promoters and executors of these reforms and exclaim, "Let the good work go on," and at the same time express our belief that if the weighing departments of all our great central markets are kept free from political influences and conducted entirely upon a strict business basis, the time will come when the countryman will regain his faith in the honesty of mankind, and the meaning of the term "Short weights," as used at present in the grain trade, will have to be explained to those who follow us.

All the elevators along the Lincoln branch of the Union Pacific in the western portion of Kansas are full of wheat and thousands of bushels are piled along the tracks. The railroad is making an effort to relieve the congestion by sending out special trains.

POINT EDWARD ELEVATOR.

The new elevator at Point Edward (Sarnia), Ontario, has been completed and the steamer *R. R. Rhodes*, about the middle of September, delivered the first cargo into it.

This elevator, which is owned by the Point Edward Elevator Company, whose shareholders are representatives of the Grand Trunk Railway Co., the Northern Navigation Company and Sarnia capitalists, is only of moderate size, but the engineer and builder, Jesse H. Tromanhauser of Minneapolis, has made the equipment as perfect as possible.

The foundations consist of 62 stone piers resting on heavy oak piles cut off at the water level and capped with oak timbers. The working house is 48 ft. square and 142 ft. in height. There is storage room here for 80,000 bushels in small bins. The basement is 6 ft. 6 inches high, and has a concrete floor on which the elevator boots and legs rest, the legs themselves being 140 feet long. The bins in this part of the elevator are 52 feet high and are

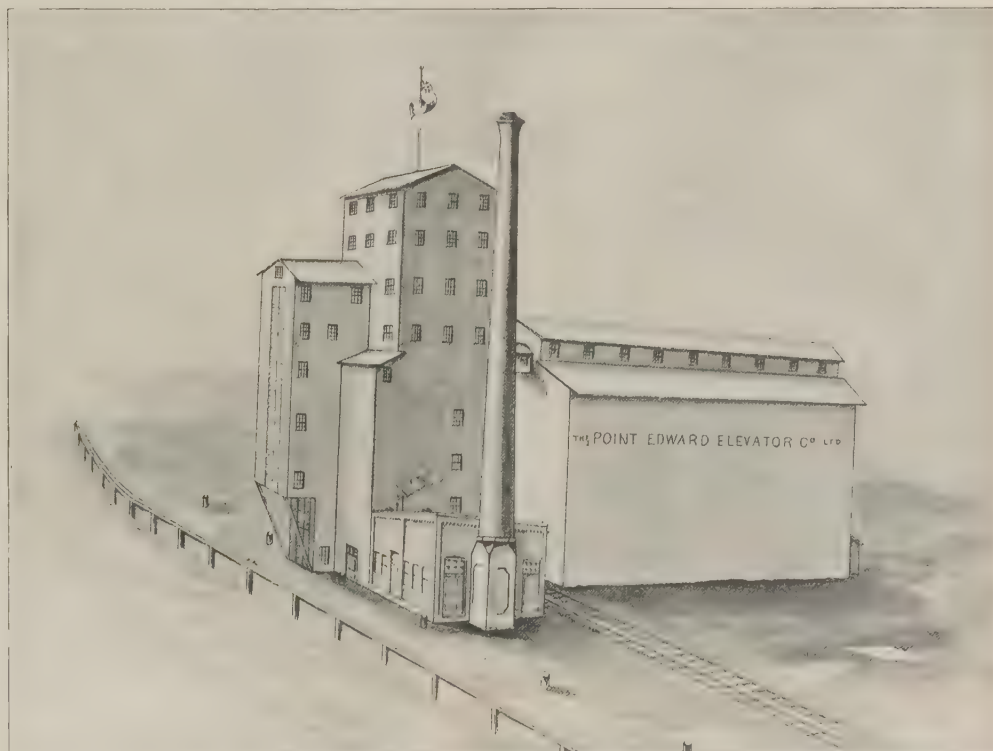
lights, also a fire pump with a capacity of 750 gallons of water per minute and at suitable distances there are stands of rubber fire hose ready for use.

In the power building is a 350-h.p. Corliss Engine together with condenser, feed pump and all usual connections. Steam is furnished by two return tubular boilers 16 feet long and 6 feet in diameter, rigged to be run independently or together. The transmission of power through the elevator is by rope transmission.

The new elevator will of course increase the advantages of the Grand Trunk Ry. for the handling of east-bound Canadian wheat brought down from the head of the lakes by the Northern Navigation Co.'s line of steamers.

GRAIN AT NASHVILLE.

The Grain Dealers' Association at Nashville, Tenn., has caused a report of the grain business in that city to be compiled for the year ended June 30, 1903. This report shows that 49,647 cars were



NEW ELEVATOR OF THE POINT EDWARD ELEVATOR COMPANY, SARNIA, ONT.

made of 2x8 and 2x6 pine and hemlock planks, in what is known as a laminated structure, being spiked one to the other and the planks of each sectional wall of the bins crossing alternately that of the other.

The marine leg is entirely of steel. It is 65 feet long and has a capacity of 12,000 to 15,000 bushels of wheat per hour. The elevator legs discharge into the scale hoppers, the grain being weighed on scales with capacity of 72,000 lbs. each. After the grain is weighed it is dropped upon belts and conveyed to the storage bins in the main building, the belts running at a speed of about 900 feet per minute.

The main storage section of the elevator is 66x126 feet and 75 feet deep, containing 36 bins with capacities of 10,000 and 15,000 bushels each. These discharge upon conveyor belts, which run through tunnels into the working house to the receiving legs, and grain goes through the same operation of weighing before being loaded. After being weighed in carload lots it is spouted direct from the scales to the cars; and it is possible to load 1,000 bushels of wheat in about 3¼ minutes.

Two special tracks have been put in by the G. T. R. for the use of the elevator. Two sets of power unloading shovels are used for unloading the grain from the boats.

The elevator is also equipped with its own electric light service, comprising 15 incandescent and 6 arc

handled, the value of which is stated by G. W. Brandon of Dun & Co.'s agency to have been \$19,984,597.72.

The figures given represent the trade of Nashville firms, and do not include shipments made to this point by firms in other cities, kept here until sold and then forwarded to various points. The report further shows that the grain, hay and mill product trade exceeded the value of any other line of business during the period mentioned.

The Grain Dealers' Association, of which Byrd Douglas is president, J. H. Wilkes, vice-president, and W. R. Cornelius, Jr., secretary and treasurer, has a membership of thirty-five. The object of the organization is the general promotion of the grain interest. The Association was formed in May last, and an exchange was recently added which has proved successful beyond all expectations. The exchange is well equipped, and sales are held daily from 11 to 12 o'clock. Thirty-five cars were sold in the day the exchange opened, and the sales have since increased as high as 150 cars in one day.

Samples of ear corn shown on 'change at Kansas City measured 15 inches in length and one ear contained 1,152 grains. The corn was from Jackson county, Mo., where a field of 30 acres was yielding 100 bushels to the acre and where another field of 165 acres was expected to average 60 bushels per acre.

CHIEF GRAIN INSPECTORS' MEETING.

The first meeting (1903) of the Chief Grain Inspectors' National Association was held at noon on Wednesday, October 7, in the directors' rooms of the Minneapolis Chamber of Commerce. The following inspectors, chiefs and first assistants, were present: Alfred Anderson of Peoria, Jos. E. Bidwill (Chicago) of Illinois, Ed. W. Culver of Toledo, John O. Foering and W. J. Duffy of Philadelphia, W. H. Gooding (St. Louis) and F. H. Tedford (Kansas City) of Missouri, F. D. Hinkley of Milwaukee, Wm. Grenier of Indianapolis, R. McMillan (Board of Trade) and W. L. Richeson (Maritime and Merchants' Exchange) of New Orleans, G. H. K. White of New York, Chas. Davis of East St. Louis, Homer Chisman of Cincinnati, Col. C. T. Prouty (Kingfisher) of Oklahoma, J. W. Radford (chief) and W. J. Graham (supervising inspector) (Kansas City, Kans.) of Kansas, Chas. McDonald of Baltimore,

of Trade said that he favored uniformity by agreement of the exchanges. The exchange is opposed to government inspection.

Mr. Bidwill, Chicago, said his department had gone over the Association's recommended standards, and it was believed there was no objection to offer. The department was ready to cooperate fully in the movement if the grain trade so desires. Personally he felt the proper way to attain the desired object was to have the exchanges of the country agree to accept the rules as recommended; and he saw no technical reason why such an agreement could not be reached. The standards recommended can be easily adjusted where necessary to fit every market; and if the exchanges will agree to accept them, the Illinois Railroad and Warehouse Commission could be depended upon to act with them.

Mr. Chisman of Cincinnati said the Cincinnati Chamber of Commerce is opposed to government inspection. [Mr. Foering repeated the statement that the Cincinnati Chamber was the first and only ex-

would agree to any standards generally adopted by the exchanges.

Mr. Hinkley of Milwaukee had had no instructions and was personally convinced that any movement toward uniformity was a waste of effort. Local conditions govern, he said, and the members of the trade are too busy to bother with such theories. In fact, he didn't think grading rules amounted to anything anyhow. Inspection is a personal matter entirely. In Milwaukee we grade to fit the requirements of the millers, and wheat is sound when it will make sound flour: the rules cut no figure.

Mr. McDonald of Baltimore explained the peculiar situation of Baltimore, where the grading is in the hands of a committee for each grade, the chairmen of which committees are the bureau of inspection. This bureau expresses itself as anxious to support the movement toward uniform standards; but local conditions affecting southern-grown wheat, with its garlic, etc., make this difficult. The Baltimore rye standards are almost identical with and the oats standards are the same as those recommended by this Association, showing that Baltimore is anxious to agree on uniformity. The Baltimore Chamber of Commerce is distinctly opposed to government inspection.

Mr. McMillan of New Orleans had had no instructions; but the Board of Trade will cooperate to bring about uniformity of standards.

Mr. Richeson of New Orleans reported the adoption of a resolution by the Maritime and Merchants' Exchange agreeing to uniform standards provided the New Orleans grades be not lowered. This Exchange is opposed to national inspection.

Mr. Radford of Kansas and W. J. Graham, his supervising inspector, said they are trying to live up to their rules and as near as permissible to the standards of other markets, and are in line now with several of the states as to corn and wheat. They thought that a national system of inspection would eventually be the death of all public inspection.

Mr. Tedford said Kansas City, Mo., would support the uniform standards if they were generally agreed to by the exchanges of the country.

Mr. Shanahan said Buffalo favored the uniform standards and opposed government interference with inspection.

Mr. White of New York said the New York Produce Exchange is opposed to government inspection to a man. The grain rules of the port are now in the hands of the grain committee for revision and we favor uniformity of the standards. The committee further feels that any standards agreed upon should be rigidly lived up to. We never get any grain in New York that is equal to the standard samples furnished—we get always the bottom and never the top of the grade.

Cleveland, it was reported by letter, had adopted resolutions disapproving of national inspection and favoring uniformity of the standards.

Mr. Foering called attention to the reports of complaints of American export inspection made by German newspapers now being circulated by the American state department. He denied that the trouble is all on the American side. While abroad he had himself seen grain transferred in a driving rain from ship to river steamer to go up the Rhine, and this in hot weather. This is characteristic carelessness abroad. The foreigner is a natural "knocker"; but he will always buy the cheapest grain offered, no matter what suspicions he should have of it and no matter what his past experience with the inspection. But Mr. Foering thought the standard grades of export grain are gradually being lowered, and inspectors should get together in an effort to keep them at least from going still lower. We mix grain for export, of course—that is understood. But such grain is exported only on local certificates. When grain goes through Philadelphia or New York, that is sold, say, on Chicago certificates, the grain is special-binned and its identity preserved; and both ports on such grain issue endorsing certificates guaranteeing only the identity and integrity of the grain while in store at seaboard. If there is any manipulation of the grain



SOME OF THE CHIEF GRAIN INSPECTORS IN THE UNITED STATES.

Read from left to right: Top row—E. H. Culver, Alfred Anderson, Charles Davis, F. H. Tedford, J. W. Radford, W. J. Graham, G. H. K. White, J. R. Mentzer (Supervisor of Weights, Kansas). Middle row—J. N. Barnard, Jos. E. Bidwill, W. H. Gooding, W. L. Richeson, Wm. Greiner, H. E. Emerson, Chas. McDonald. Bottom row—Homer Chisman, R. McMillan, F. D. Hinkley, F. W. Eva, John O. Foering, Frank Annan, J. D. Shanahan, W. J. Duffy.

F. W. Eva, chief, and J. N. Barnard (Minneapolis) and H. E. Emerson (Duluth), chief deputies, of Minnesota, W. P. Dixon of Kankakee, and J. D. Shanahan of Buffalo.

In calling the meeting to order President Foering of Philadelphia said the apparent indifference of the commercial exchanges to the work of the Association was discouraging, as only one exchange, the Cincinnati Chamber of Commerce, had formally adopted the Association's recommended phraseology for grading grain. However, it was thought well to make one more effort to bring about a general understanding to interpret the grading rules in the interest of uniformity. The president and secretary had therefore issued an appeal in the form of a circular letter addressed to the various exchanges and railroad commissioners controlling the inspection of grain, asking them to send their chief inspectors to this meeting instructed to express the views of said bodies as to uniformity of grading rules. It was suggested that a movement toward uniformity by these bodies was desirable in view of the possible interference of the government in the business of grain inspection.

Taking up the matter of the instruction as to uniformity given by the exchanges, the following facts were ascertained:

Mr. Anderson of Peoria had had no instructions; but in a letter on file, President Tyng of the Board

change thus far to agree to adopt the Association's standards.]

Mr. Culver of Toledo reminded the Association that the Toledo Produce Exchange has already adopted the Association's standards as far as it could, the only standard rejected by the Exchange being that for No. 3 red wheat; and he thought an agreement could be reached if necessary, even on that standard. Toledo, he said, is opposed to government inspection.

Mr. Davis of East St. Louis is under Illinois rules, but he thought St. Louis agreed that uniformity of grading would be a good thing.

Mr. Duffy of Philadelphia: A resolution was read from the Commercial Exchange opposing government inspection and endorsing the action of this Association looking to uniformity of the standards, and instructing the chief inspector to cooperate with the Association to bring about such uniformity.

Mr. Eva of Minnesota said his department would be glad to cooperate, should the Minnesota Board of Appeals, who fix the grades in that state, agree to the standards.

Mr. Gooding of St. Louis: The Railroad Commission is in favor of uniformity; and as Missouri and Illinois are closely allied, Missouri would be glad to cooperate.

Mr. Greiner of Indianapolis said he had had no instructions, but he felt sure his Board of Trade

at the seaboard, the seaboard inspection certificate only is forwarded with the grain.

On motion Messrs. Bidwell, Eva and White were appointed a committee to prepare phraseology for the spring wheat standards, which had not been included in the Association's standards.

THURSDAY, OCTOBER 8—SECOND DAY.

On reconvening in final session, the first business was the adoption of memorial resolutions on the death of Chief Inspector Geo. H. Walcott, late of Boston.

A resolution was adopted thanking the various exchanges who had made replies to the circular letter above mentioned.

An invitation to hold the next annual meeting

must be composed mostly of Hard Scotch Fife, and weigh not less than fifty-eight pounds to the measured bushel.

No. 1 Northern Spring Wheat—No. 1 Northern Spring Wheat must be sound and well cleaned; it may be composed of the hard and soft varieties of spring wheat, but must contain a larger proportion of the hard varieties and weigh not less than fifty-seven pounds to the measured bushel.

No. 2 Northern Spring Wheat—No. 2 Northern Spring Wheat must be sound and reasonably clean. This grade to include all wheat not suitable for the higher grades on account of smut, barley or too much King Heads, cockle and oats or any other defects, and to weigh not less than fifty-six pounds to the measured bushel.

No. 3 Spring Wheat—No. 3 Spring Wheat shall comprise all inferior, shrunken spring wheat, weighing not less than fifty-four pounds to the measured bushel.

Note.—Hard, flinty wheat, of good color, containing no appreciable admixture of soft wheat, may be

The sample tables occupied a greater portion of the room, but there was space enough left to accommodate a large number of delegates. This was, of course, one of particular places of interest, and the visitors took full advantage of the hospitality of the inspectors.

The cities represented by official samples included Philadelphia, Chicago, Kansas City, Kans., and Kansas City, Mo., Galveston, Baltimore, Cleveland, Peoria, Toledo, New York, Buffalo, Cincinnati, Indianapolis, Albany, N. Y., Minneapolis, Duluth, Burlington, Milwaukee, New Orleans Board of Trade and New Orleans Maritime and Merchants' Exchange, St. Louis and East St. Louis.

The New Orleans Maritime Exchange, by W. L. Richeson, made a display that attracted considerable attention. It consisted of rice in the straw, prime stalks of sugar cane, cotton on the stalk, palmetto leaves and moss grouped together in an artistic and effective manner. The photographic reproduction of the exhibit engraved for this paper, gives a general idea of the display, but fails to do it entire justice, because of the impossibility of reproducing the colors of the various component parts.

All the other exchanges confined themselves to showing samples of grain and seeds, but the several exhibits were all characteristic of the individual markets. As usual, Toledo made a fine showing of clover seed. One exhibit that was of considerable interest was a collection of ears of corn from Howard County, Ind., that measured fifteen or more inches in length.

FIX GRAIN STANDARDS.

After unusual delay during which (on September 12) the Toronto Board of Trade felt justified in adopting resolutions censuring the Department of Trade and Commerce for neglect in not having arranged for fixing the grain standards for the benefit of the export trade, an order in council was issued just prior to October 1, appointing the board to choose the samples of wheat and other grains grown east of Port Arthur to be the standards by which inspectors may be aided in their work.

The board was composed of W. D. Matthews, chairman; Thomas Flynn, J. L. Spink, C. B. Watts and John Carrick, Toronto; James Dunlop, Hamilton; John I. A. Hunt, London; Charles B. Esdaile, Montreal, and William Brodie, Quebec.

The board met on October 5 and fixed the standards for grain grown east of Port Arthur. These generally speaking are higher than for last year, although there was not a little inferior grain submitted to the rejected altogether. For some lines standards was not made, owing to the lack of samples. These include No. 1 spring wheat, No. 1 goose wheat, extra white winter wheat, No. 3 and No. 4 barley, and No. 1 and No. 3 peas. In other varieties of wheat the standards were higher than the act calls for, and standards were made for No. 2 spring, No. 8 goose, No. 1 white winter, No. 2 white, No. 1 and No. 2 red winter. In respect to peas, it was pointed out by the board that the quality is not yet what it should be, crop suffering from bugs.

The examiners considered that for oats the weights should be the same for white, black, and mixed, and the department of trade and commerce will be recommended to instruct the inspectors to issue certificates in accordance with the decision.

The standards for corn were left to the Montreal board, and the standards for buckwheat were left for the Toronto examiners to deal with. Both will be fixed later.

The weights per bushel in the other standards were arranged as follows: Oats, No. 1 white, 34 lbs.; No. 2 white, 32 lbs.; No. 3 white, not less than 30 lbs.; rye No. 1, 57 lbs.; No. 3, 56 lbs.; barley, No. 1, 49 lbs.; No. 2, 48 lbs.; No. 3 extra, 47 lbs.

The Universal Pneumatic Transmission Company, incorporated at Trenton, N. J., with a capitalization of \$5,000,000, is empowered to convey grain, merchandise and other commodities through tubes and conduits either above or below ground.



THE NEW ORLEANS MARITIME AND MERCHANTS' EXCHANGE EXHIBIT IN GRAIN SAMPLE HALL.

at New Orleans was referred to the president and secretary, with power to act.

The election of officers resulted in the re-election of the old officers by acclamation as follows:

President—JOHN O. FOERING of Philadelphia.

Vice-President—CHAS. McDONALD of Baltimore.

Secretary—JOHN D. SHANAHAN of Buffalo.

The Association felt somewhat discouraged at the lack of interest shown by the grain exchanges in their work, which is now, by the adoption of the spring wheat standards given below, practically completed; but the meetings have been so pleasant and mutually beneficial to the inspectors as individuals that it was generally agreed they must continue from year to year on that account, if for no other reason.

The committee on spring wheat rules reported the following (a duplicate of the Minnesota) standards, which were unanimously agreed to for recommendation to the grain exchanges for adoption as the uniform standards:

No. 1 Hard Spring Wheat—No. 1 Hard Spring Wheat must be sound, bright and well cleaned, and

admitted into the grade of No. 2 Northern Spring and No. 3 Spring Wheat, provided the test weight of the same is not more than one pound less than the minimum test weight required by the existing rules for said grades, and provided further that such wheat is in all other respects qualified for admission into such grades.

No. 4 Spring Wheat—Rejected Spring Wheat shall include all spring wheat grown badly bleached, or for any other cause unfit for No. 3 wheat.

No Grade Wheat—All spring wheat that is in a heating condition, too musty or too damp to be safe for warehousing, or that is badly bin burnt, badly damaged, exceedingly dirty, or otherwise unfit for storage shall be classed as No Grade with inspector's notation as to quality and condition.

After brief remarks by President Foering thanking the members for their presence and the interest shown in the work of the Association, the body adjourned *sine die*.

THE OFFICIAL SAMPLES.

The Chief Grain Inspectors' National Association established its headquarters for grain samples in the Old Colony Building, opposite the new Chamber of Commerce, where a large room was secured for the purpose of displaying the officials' samples of the different exchanges represented.

ACCURATE METHODS OF GRAIN GRADING.

[A paper read by C. S. Scofield, Botanist in charge of Grain Grading Investigations, Department of Agriculture, Washington, D. C., read at the annual meeting of the Grain Dealers' National Association, Minneapolis, October 7, 1903.]

Before such an audience as this, I need take no time for the discussion of the importance or desirability of accurate and uniform grain grading. You appreciate your own needs in this direction and most of you know the difficulties in the way of such an attainment.

The work of the United States Department of Agriculture, which most nearly concerns you in this connection, has been of the nature of an investigation into the problems which confront a grain inspector. We have endeavored to become familiar with the situation. We have tried to look at it from an inspector's point of view.

Owing to the difference of administrative and other conditions under which the several grain inspection systems have developed, one finds considerable variety in methods of work and of results in these departments. The function of the grain inspector is to act as the arbiter—the judge who passes upon the quality and condition of the grain offered to fulfill contracts. To be successful in his work, the grain inspector needs to know the relative value of the samples under consideration. He needs to thoroughly know the grain and the uses to which it is finally put. He needs to know the defects likely to be found in it and how serious they are to overcome, and further, he needs to know whether the grain is in condition to carry and store for the necessary time without deterioration. With all these things to determine for each lot of grain, with many lots to judge in this way, with the necessity of working rapidly, almost by intuition, it is apparent that the inspection of grain is no sinecure.

As the relation of the Department of Agriculture to grain inspection has been purely in the nature of a scientific investigation, with a view to discovering and promulgating the best methods of doing this important work, I shall devote my time here to outlining the plan and scope of these investigations.

When this work was taken up by the department in July, 1901, attention was chiefly confined to learning the causes of the deterioration of grain, chiefly corn, in storage and in transit and how this deterioration could be checked or prevented. This led naturally to the study of the quality and condition of commercial grain, especially of the lower grades, and as the result of such studies seemed likely to be of direct concern to grain inspectors, and indirectly to the entire grain trade, special emphasis has recently been put on grain inspection problems as such.

The work has taken this direction not only on account of the relative importance of the subject, but also because efficient remedies looking to the prevention of the enormous losses now suffered on account of the spoiling of grain in transit and storage must be had through the agency of the grain inspection departments. Grain inspection must become a more important feature of our grain trade if the system of contract selling so generally used in this country is to continue to flourish. Further than this the development of our export trade in raw cereals depends more upon the efficiency of our grain inspection system than upon any other one item. We grow the grain in this country that Europe and Asia need, but unless we have a system of commerce which will deliver that grain to our foreign customer in usable condition we cannot hope to compete successfully with other large producing countries.

In order to comprehend to the fullest extent the real problems of grain inspection it was found desirable to follow the course of commercial grain from the primary elevator to the manufacturer or consumer. This is a large subject and a large country and the time we have had for the work has been limited, so that the preliminary study has been hasty and superficial. As yet we

have learned little more than what the problems are and how and where best to study them. To carry this work to a successful conclusion we need the time and the means to study all the important kinds of grain commercially known in this country, the uses to which these grains are best adapted, the needs of the consumer or manufacturer of each sort, the nature of the essential qualities and the material defects in each, and how these can best be measured. Only such a comprehensive investigation can give us a thorough working knowledge of the subject.

By far the largest and most important part of this information we must get from the manufacturer. He is the one who best appreciates relative values. It is the manufacturer who makes the standard of excellence and it is his needs that must be supplied. Therefore, the discriminations that he makes are the real and important ones. In order, then, to get efficient working standards for grain inspection, to learn to know and to measure essential qualities and defects in commercial grain, we must go to the manufacturer and get our information first hand. If there is one general, sweeping criticism that can be made of our grain inspection systems at the present time, it is that they have not seriously enough considered the point of view of the manufacturer. It is certainly encouraging to note that recent tendencies seem to be in this direction.

It is not alone sufficient that a grain inspector know thoroughly the grain he handles, but for most satisfactory results he should know how he knows it and should be able to tell what he knows so that others may understand him. This is absolutely essential to the attainment of uniform grain grading throughout the country. To take a case in point, we have the rule for No. 2 Yellow Corn. That rule frequently reads like this: "No. 2 Yellow Corn shall be 95 per cent yellow corn, dry, sweet and reasonably clean." Any grain inspector can readily tell you whether or not, in his opinion, a sample of corn should grade No. 2, but it is difficult for him to tell you in definite terms why it grades as it does. In fact, definite terms in the rules for grades and in grading parlance are now conspicuous by their absence. The reason for this is not far to seek. While grain inspectors know fairly well what reasonable grade limits are, they have not had adequate means for measuring these limits.

To most of you the work of Mr. Stevens, late flax inspector of the Chicago Board of Trade, is well known. Mr. Stevens, appreciating the difficulties of his problem, set to work with a scientific spirit to grade flax accurately. He took samples of flax in connection with his regular work and examined them critically. He found that the condition of flax depends upon the amount of damaged seed and dirt present. After making numerous careful analyses of these samples to determine the percentage amount of the defects in the well known commercial grades, he drew up a working rule for his department. With this definite rule as a basis he could quickly educate his inspectors to decide the grade of all samples except the extremely doubtful ones, which they were able to submit to test and settle beyond dispute. So striking were the results of Mr. Stevens' work that his methods were at once adopted by the inspection department here in Minnesota, and they are still in use.

At this point let me emphasize an important feature of the application of accurate methods of grain grading, because it is a feature easily overlooked. Accurate testing of samples requires time, and present trade methods, for the most part, require extremely rapid inspection. This being the case, it cannot be expected that the methods outlined here can be applied to each parcel of grain inspected. The most that can be claimed for them is that they may be used primarily as a means of continually educating the judgment of the inspector and, further, to settle important disputed cases, and still further as a basis for promulgating definite grade rules, which appear now to be the absolute necessity of uniform grain grading.

When the work of grain inspection began to receive the serious attention of the Department of Agriculture, the suggestions of Mr. Stevens' work were followed up and applied, first to the grading of corn. It was found that there are two distinct things to be considered in grading commercial grain—two classes of elements, if you wish. First, those elements which indicate the quality of the grain, that is, its relative value for the manufacturing purposes, and, second, those which indicate its condition, or the extent and nature of its defects. Not all of those are capable of simple, accurate measurements, but, so far as we have progressed, we find that there are enough of them that may be measured to furnish the basis of a vastly more satisfactory working system than any now in use.

The percentage of colors in mixed corn is a definite indication of quality for certain purposes of manufacture. This can be found after counting out a definite number of grain from a fair average sample. We have, as yet, no good measure of the nature of the color, that is, no good way of stating its relative clearness or dullness, nor have we a simple and definite way of measuring the proportion of such important points as the starch, protein, and oil which corn contains, although these can be very closely estimated by a brief examination of several typical kernels.

Of the elements which denote condition we have three, which are important and which can be definitely measured. First and most important of these is the moisture. This is the factor upon which the keeping quality of the grain depends. The range of safety in the moisture content of corn is relatively small. A difference of two or three per cent may determine whether or not corn will keep for any particular length of time. Under normal temperature conditions an expert grain inspector can tell by feeling of corn something about its keeping quality, but experience of recent years has been sufficient to show that this method is not altogether satisfactory.

Theoretically, it is a simple matter to determine the amount of moisture in corn. One needs only to weigh a portion of a sample of the grain, thoroughly dry it, and weigh it again, and from the weight lost compute the percentage of moisture contained in the original sample. To do this practically one needs a certain amount of apparatus, and in the course of our investigations we have assembled the material necessary for this purpose. Some of you are doubtless familiar with this drying apparatus from the account of it which has been published by the department and also by the leading trade papers. It is sufficient, probably, to say that with this apparatus any careful man can make corn moisture determinations. A grain inspector having this at hand has a means of continually educating his judgment and of securing the best results in his work. He has a means of deciding all doubtful or disputed cases, so far as moisture is concerned, and a means of stating definitely in his rules, if he so wishes, the percentage limits of moisture permissible in the standard grades. In other words, he can replace the indefinite term "reasonably dry" with a definite term about which there can be no misunderstanding.

The next important element in the condition of corn is the amount of damaged material present, in other words, the soundness of the sample. The test of this is quite as simple as the one of color. One needs only to count out a number of kernels or weigh out a certain amount of grain and separate by hand or otherwise the damaged kernels present to have a percentage statement of the soundness of the sample considered.

The third element of condition is the amount of dirt and foreign material in grain. This can be determined by a simple mechanical separation on a weighed quantity of the sample. For this test one may use a set of small sieves, or one sieve followed by hand picking.

We have, then, the possibility of measuring four important factors affecting the value of any sample of corn—the percentages of color, moisture, dam-

aged grains, and dirt. With these four measurable elements we have a basis for education, a basis for definite rules, and a basis for grade uniformity which is unobtainable by any other means.

What is true of the grading of corn is equally true of wheat. While it probably requires a more intimate knowledge of the subject, on account of the greater number of kinds of wheat commercially recognized in this country and the larger number of defects found in this grain, still there are four or five measureable factors in every sample of wheat.

In testing wheat grades, one can measure as elements of quality, first, the percentage of sound, plump grain in a sample. This is determined by separating from a weighed sample all defects of whatever nature, including shrunken grains and dirt, and computing the percentage remaining.

The relative value of this sound grain for milling purposes, or at least the relative flour yielding capacity of the grain, can be measured with a great degree of accuracy by getting the average weight for hundred kernels of this sound grain. This is the second element of quality. It is a simple geometrical proposition that the larger the kernel of wheat the larger the percentage of flour it will yield; and results of very careful work done by Minneapolis millers show this to be true practically. This test is one not at present generally known or made, but it appears worthy of the serious attention of the grain trade.

The third test of quality in wheat, and one now in general use, is that of weight per bushel. In so far as this test shows anything, it shows the relative plumpness of the kernel, but the prevailing method of making it does not yield reliable results, and too great importance should not be attached to this test alone, but considered in connection with the test for size of kernel, the weight per bushel is of distinct value and should not be left out.

The fourth element of quality in wheat is the percentage of different colors in mixtures. As in the case of this test in corn, it requires only a count of the grains of an average sample.

The elements which denote the condition of a sample of wheat, as in the case of corn, come in three groups, moisture, dirt, and damaged grains.

Excessive moisture is not so common a defect of wheat as it is of corn and the determination of it is not often needed. It may, however, be made when desired. The method is similar in both cases.

The dirt and foreign material in wheat, the element known as dockage, is at present a recognized factor in the grades of some markets. This usually includes all material contained in the sample that will pass through a sieve of a standard size. The amount of this material is easily measured and may be reported in percentage or in pounds per bushel.

The matter of damaged grains is not so simple in wheat as in corn. Wheat is subject to several kinds of damage, some of which are more serious than others, so that a classification of defects is necessary. There are shrunken grains, bleached, blighted, and frosted grains, and smutty, bin-burnt, and frozen grains. To group all these defects into one class would be unjust because each presents a different degree of difficulty to the miller. On the other hand, to leave them unmentioned in rules or standards for grades is to leave open a never-ending source of trouble to the trade.

Each defect or group of defects must be considered in the rules, and the maximum permissible percentage of each must be mentioned, or the whole question of grade standards must continue an unsettled one.

To summarize the tests for wheat grades, we have as quality elements: 1, the per cent of sound grain; 2, the weight per one hundred kernels of the sound grain; 3, the weight per bushel; 4, the per cent of colors and kinds of grain in cases of mixture. For the condition elements we have: 1, the moisture, 2, the dirt, and 3, the per cent and nature of the damaged grains. In all there are seven measureable elements in a sample of wheat.

What we are finding to be true for wheat and corn is, for the most part, equally true in different ways and to different extents, with other commercial cereal grains, that is, there are essential qualities about each of these which can be measured and stated. The occasional measurement of these qualities acts as an education to the inspector and as a basis for uniform grades.

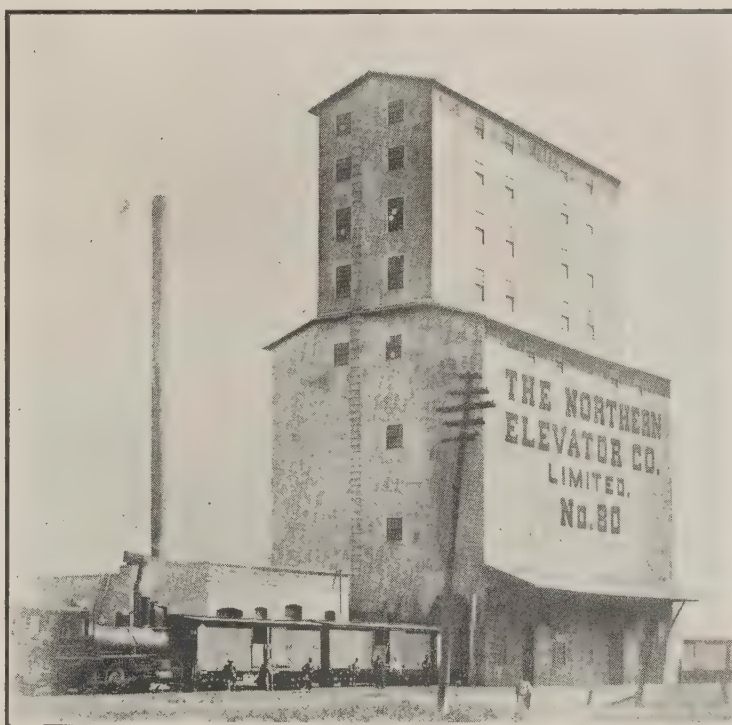
Just a word as to what is meant by uniform grades of grain. The idea of a uniform grade does not mean that there shall be one grade of No. 1 wheat, for instance, for the whole United States. We must recognize in the beginning that there are at least seven or eight distinct classes of commercial wheat known here, such as the Northern Red Spring wheat, the Soft Red Winter wheat, the Hard Red Winter wheat, the White Winter wheat, the White Club wheat of the Pacific coast, and others. Each of these classes of wheat is best fitted for a certain kind of milling process or a certain kind of milled product. They are, in other words, almost as distinct from each other as they are distinct from other cereals. When we speak of

who are the most vitally interested, to say whether or not such methods as these shall be adopted by your inspection departments. The condition of both the domestic and foreign trade demand some improvement if the custom of selling grain on certificates is to prosper. How the desired changes shall come and what they shall be, you can best decide.

A WINNIPEG ELEVATOR.

Winnipeg, Manitoba, from the grain dealers' point of view, at least, is the Chicago of the Canadian West. Here the grain business of the western provinces is financed, and here the greater part of this grain is concentrated for inspection and forwarding, with or without transfer. Its elevators do not reach the magnitude of those on the lake front, but they are modern and of a size to handle the grain that must go through a house before going forward to the lake ports.

The elevator of the Northern Elevator Co., L't'd, is a typical one. It is situated in the west yards of the C. P. R. railway, commanding a position of ad-



NORTHERN ELEVATOR CO.'S NO. 80 ELEVATOR, WINNIPEG, MAN.

uniform grades we mean that the grades of each of these classes of wheat should be uniform; in other words, that Number 2 Hard Winter wheat should be essentially the same grade of wheat in one market as it is in another for any crop year, or that it should be the same at one time during the crop year as it is at another. This is nothing particularly new. It is what is aimed at under the present systems, but which is not, I gather, sufficiently well attained.

To summarize this matter, we may say that the results of our investigations lead us to believe that it is possible for grain inspection departments to use, for occasional tests, methods of work which will educate the inspectors to a higher degree of efficiency than they can attain with the present means; that the use by inspection departments of the adequate apparatus will enable bodies controlling these departments to formulate definite rules for grades of grain which will give a basis for uniformity and accuracy and largely do away with the misunderstandings that now occur. It is further evident that more accurate methods of work will do much toward preventing losses on grain in transit and storage because inspectors will have means of knowing exactly the condition of the grain which they grade.

These are the obvious possibilities of accurate methods of grain grading. It remains with you,

vantage for track facilities and getting hold of cars immediately upon arrival. The elevator proper is 50 by 90 ft. and 130 ft. high, and has 175,000 bus. capacity. It is built on concrete and stone abutments and has two receiving legs, three working legs, and all the latest machinery for the handling and cleaning of grain, including two grain separators, four scourers and an oat clipper. The cleaning capacity is 40,000 bus. per day. Cars are drawn by cable, unloaded into the receiving leg by steam shovels and the grain elevated to the scales before being distributed to the bins.

The elevator is equipped with a Payne-Ellis Grain Dryer, the capacity of which is ten cars per day.

The engine and boiler house is 40 by 40 ft., built of stone and brick; has two boilers of 90 horsepower each, Jerome Wheelock Engine of 150 horsepower.

The house is sided and roofed with metal, and has arc and electric incandescent lights throughout.

Further panic in Wall Street caused depression in all lines of commerce, though just why the collapse of water-logged securities (?) should lower the price of eggs or wheat is not easily defined. Of course, the fear of tight money is pleaded in extenuation, but there is no present pressure for money to carry eggs, or wheat or other of the great staples. —Pope & Eckhardt Co.'s Circular, September 28.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

FEED MILL PROFITABLE AND USEFUL.

Editor American Elevator and Grain Trade:—We have a feed mill in connection with our elevator here; and we find same profitable to us, as well as being a great benefit to the farmers in our community.

Yours truly,

WISCONSIN ELEVATOR CO.,

Roberts, Wis.

Per A. H. Aldridge, Sec'y.

FEED DEPARTMENT KEEPS A FORCE BUSY.

Editor American Elevator and Grain Trade:—We consider our feed department the most important part of our business, and believe that almost any elevator should have a feed mill of sufficient size to handle the local business, and, if well located, to grind for shipping.

We believe in having something to keep ourselves and our men busy constantly. We are

Yours truly, BROMFIELD & COLVIN.

Bay City, Mich.

EXPORTS FROM NEW ORLEANS.

Editor American Elevator and Grain Trade:—I herewith beg to enclose our monthly clearance report for the month of September, showing the total amount of grain cleared from this port, and the portion inspected by this department. From this report it will be seen that of the total cleared exports of wheat (857,982.30 bushels), the New Orleans Maritime and Merchants' Exchange, Ltd., inspected all; and of 336,000 bushels on board but not cleared at October 1, 296,000 bushels were inspected by this Exchange.

Yours very truly, W. L. RICHESON,
New Orleans, La. Chief Inspector.

GRAIN TRADE AT NASHVILLE, TENN.

Editor American Elevator and Grain Trade:—We send you under separate cover a local statement showing the magnitude of the grain and milling business of this city. You are fully aware of the fact that the South is rapidly pushing to the front in all kinds of commercial life, and we take considerable pride in showing the amount of grain business that is done at this point.

Nashville is so situated that it is really the gateway to the entire Southeast and for that reason is destined in the near future to become an important grain center.

Very truly yours, MILLER & CO.

Nashville, Tenn.

[This statement is condensed elsewhere under the caption, "Grain at Nashville."—Ed.]

AN ERROR CORRECTED.

Editor American Elevator and Grain Trade:—I have just noticed in your issue of August 15, the following item:

"In an arbitration appeal to the Grain Dealers' National Association the latter's committee decided that a purchaser has not the right to refuse to accept a shipment made to a point where he did not want the goods, when no shipping directions were given. (H. L. Strong Grain Co., Kansas City, Mo., vs. Geo. W. Brooke, Atlanta, Ga.)"

The committee did not so decide; at least, they did not intend to make a decision that could be so construed. The seller was by the decision required to assume all the loss that occurred in selling the goods at a point where he had no instructions to ship to, which was a considerable amount. The purchaser was assessed with the market difference because he did not furnish shipping directions. I do not see how such decision could be interpreted to mean that the purchaser can not refuse to accept goods when shipped to a point where he had authorized such shipment.

I might add that in this case there was a large charge for demurrage because the buyer did refuse

to accept the goods. In the decision the seller was required to pay all of that charge.

If you will examine the decision carefully, you will, I think, see clearly that your brief statement of the conclusion of the committee gives an erroneous idea of the matter to the trade. In order that grain dealers may not be wrongfully directed, I would respectfully request you to look the matter up; and if you find that I am right, make such correction in your next issue as will be necessary to set the question right before the trade.

Yours truly,

Nevada, Ia.

JAY A. KING,

Mem. Arbitration Com.

WON THE OGDEN LOVING CUP.

Editor American Elevator and Grain Trade:—You have probably noticed that our company won the \$500 loving cup offered for the best exhibit of brewing barley at the Eleventh National Irrigation Congress held at Ogden, Utah.

Barley was exhibited from various points in Montana and fully sixty varieties were shown from Idaho, Washington, California and Colorado.

The superior quality of the Montana article as shown in the award is simply a demonstration of the fact that the Gallatin Valley and her products have no peer. We exhibited three kinds of barley of this year's crop both threshed and in the sheaf. We also exhibited malt from the same.

The barleys exhibited were as follows: Six-rowed, imported from Minnesota and Wisconsin last spring, Chevalier and our own German Saale Barley.

Very truly yours,

MANHATTAN MALTING CO.,

Manhattan, Mont.

Per Bergland.

CONDITIONS IN WISCONSIN.

Editor American Elevator and Grain Trade:—I have spent the past six weeks out in the state, personally calling upon the grain shippers at the various stations; and I find that as a rule sentiment in favor of a live, up-to-date organization is gaining ground.

Shippers are beginning to realize that in co-operation there is strength gained and influence exerted which is not to be had by acting independently. They are awakening to the fact that an association, whose objects to be attained are such as are outlined in the preamble of our constitution, can do much to better the conditions in the grain trade in this state.

New members are coming in every day, and an interest is being taken in the work. Like 'most every new movement, however, there are some shippers who are indifferent, some who are lukewarm, some who are skeptical about the outcome, and some who can at once know a good thing when they see it. The outlook, however, is bright. The field is large, and the opportunity for accomplishing much good for the grain dealers of the state is a good one.

Respectfully,

G. C. JULIUS SPOERRI,

Milwaukee, Wis.

Secretary.

WANT THE NEXT NATIONAL MEETING.

Editor American Elevator and Grain Trade:—The fact may have already come to your notice that the Grain Dealers' Association of the Chamber of Commerce of Buffalo has unanimously passed a resolution to extend to the Grain Dealers' National Association an invitation to convene the 1904 annual meeting in this city, and exercise every legitimate influence towards bringing about such a result.

I can assure you that the members of our local association are thoroughly in earnest in their movement to secure a meeting of the National; and I believe that they are justified in the position which they take, that this section of the country is entitled to the event sought, and that a year hence is the appropriate time therefor. By bringing the annual meeting to this section of the country the National would awaken an interest in a most desirable and comparatively new field, such as could not be realized in any other section.

It is the experience of all organized bodies that the first important element towards making an an-

nual meeting successful is attendance. To secure an unusual attendance three prime conditions must prevail: First, ready facilities for reaching the point of convening; second, proper accommodations for attendants and the body proper; third, special features of attraction. You must certainly know that with twenty railway lines, including all the great trunk lines of the country, entering our city, and with forty-three million people within a single night's ride of us, these people having over 200 daily trains at their disposal to and from Buffalo, the means of transportation which we can offer are unexcelled.

Our hotels are second to none in the country, and we can assure you that rates and service in every respect will be satisfactory.

Aside from Buffalo's being a most important grain center and possessing extraordinary facilities for handling grain, trans-shipment from lake to rail and canal, etc., there are those special attractions which invariably induce members of any organization to make a special effort to attend their gatherings when convened here.

I refer to such attractions as Niagara Falls, Chautauqua Lake, beach resorts on Lakes Erie and Ontario and the Niagara River, etc. All these combine to add to Buffalo's attractiveness, and insure a larger attendance to such gatherings as your National's annual than can be realized elsewhere.

Sincerely yours, CURT M. TREAT,

Buffalo, N. Y.

Secretary.

CARS IN KANSAS.

The Santa Fe Road raised its embargo on grain at Kansas City on September 17 after an existence of about two months. The embargo is said to have been caused mainly by the difficulty of getting grain handled by the Santa Fe's eastern connections.

The situation in Kansas City has been very unsatisfactory since the flood, especially in the matter of inspections, which are claimed to be so slowly made that cars remain several days on the "hold tracks" before inspection. Out in the interior of Kansas the difficulty of getting cars is quite as serious as ever, notwithstanding cars are loaded with great promptness, even at night time when time can be gained by so doing.

Of course there are the inevitable complaints of discriminations by regular elevator men, as well as by the scoopers. A fair example of the situation is the complaint of the L. Schreiber Grain Company of Otis, whose elevator is full to overflowing, who had not had a car from August 24 to September 14, when the company complained to the Railroad Commissioners that it was losing \$200 to \$300 per day because it could get no cars. The Commissioners confess themselves powerless to help grain dealers, in spite of the many complaints filed, as they cannot compel the roads to supply cars. Some of the complaints assert that the roads deliberately neglect those dealers who do not happen to operate at points where there is competition between the roads, and that while ignoring the entreaties of such dealers rush their cars to the dealers at points where it is to the interest of the road to give good service. This is a very common railroad practice in times of car shortage.

GRAIN ACT AMENDED.

The Canadian parliament has amended the Manitoba Grain Act to require shippers to declare their intention and ability to load cars furnished them within twenty-four hours after such arrival; and in case of failure to so notify the railway agent within twenty-four hours, the delinquent shall lose his right to the car; and in case of failure to so load as declared, the delinquent becomes liable to a fine of 25c per hour that the car is held for him by the agent; and the railway may thereafter decline to furnish cars to aid delinquent applicants until said car rentals are paid.

An effort was made to require the railways to inspect all cars before their assignment to avoid leaking cars, but this was held to be impracticable and was not insisted on.

WORK OF A CYCLONE.

About 2:30 o'clock on October 4 St. Charles, Minn., a village of about 1,500 people, was visited by a cyclone which killed seven persons and injured twenty-three others, besides destroying over fifty buildings. The money loss was at least \$300,000.

Among the buildings wrecked was the C. G. W. R. R. depot, the Roman Catholic Church and Stevenson & Co. and Snell elevators. The former firm lost \$10,000, neither elevator being protected by cyclone insurance.

The pictures herewith show the completeness of the ruin of the elevators wrought by the storm.

RECIPROCITY WITH CANADA.

[Extracts from an address by T. M. Knappen of Minneapolis to the annual convention of the Grain Dealers' National Association, Minneapolis, Oct. 7, 1903.]

Americans may differ among themselves as to the value of the protective tariff that confronts the goods of other nations at our frontiers, but there is and can be no difference of opinion among them as to the value of free trade within the United States.

With a wisdom which is surprising in view of the prevalence of internal tariffs in so many other nations in their time, our revolutionary forefathers, when they came to frame the great constitution, which has been the strength and glory of the Amer-

tween the two countries ought not even to be hampered by a tariff for revenue.

As we have for a long time been the world's greatest agricultural nation and have been exporters rather than importers of all such agricultural products as it is possible to produce profitably in our climate, our agriculture has not needed protection though some has nominally been accorded to it. Canada is not a great manufacturing country and there is no great difference between the standard of living there and here. The American manufacturers do not dread Canadian competition, even with free trade. Canada is essentially an agricultural nation, or rather, a nation of natural products instead of manufactures. The great bulk of her exports are and indefinitely will be products of the earth. Her markets for those natural products of which we also have a large surplus, must in the nature of things be found in Europe rather than America. The population of the world is growing so rapidly that it is pressing hard on the food supply, and the densely populated manufacturing nations of Europe will have to draw more and more on the farmers of America for the food supplies of their workers. So that even if the American agriculturists had reason to fear Canadian competition, if the tariffs were removed, it would not be offered to any great extent, because the hungry mouths of Europe must be fed from the United States and Canada, and the task of supplying the

it has entered upon an era of growth in population and increase in wealth which presages somewhat such an expansion as the United States has enjoyed for the last hundred years. Within seven years the foreign trade of Canada has increased from \$220,000,000 to \$448,000,000 annually. All Canadians and we, ourselves, now understand that Canada is no barely inhabitable arctic region, from whose barren soil a handful of people extract with hard toil a bare sustenance.

Already 3,000,000 acres of land in Western Canada are producing one-third as much wheat as 12,000,000 acres in Minnesota and the Dakotas. And there are at least 75,000,000 acres of good arable land in the 360,000,000 square miles of Manitoba, Assiniboia, Alberta, and Saskatchewan, to say nothing of the fat lands of far Athabasca. Within five years as much hard wheat will be raised in Canada as in the United States. These lands are being opened up. The Canadian Pacific is building branches. The Canadian Northern, which aspires to be a transcontinental, has penetrated into Saskatchewan more than eight hundred miles from its port on Lake Superior, and ramifies through Manitoba. The Grand Trunk Pacific has surveyors in the field working on a new transcontinental from Moncton, New Brunswick to Porto Simpson on the Pacific, a distance of more than 3,300 miles. And it is predicted that this line, partly owned and partly backed by the government, will be built within



RUINS OF GRAIN ELEVATORS AT ST. CHARLES, MINNESOTA, WRECKED BY A CYCLONE.

ican people, decreed that commerce should be absolutely free within the states.

To the American mind American rule and free trade under it are inseparable. Public opinion would not tolerate the small tariff which congress imposed on exports to, and imports from Porto Rico, and so strong is the tendency toward free trade under the flag, that it is only a question of a comparatively short time until congress will be compelled to grant free trade with the Philippines. Our nation is so large in territory that most of our citizens do not realize that we have any tariffs that interfere with free trade. When they come to the Mexican or Canadian frontiers, they find it exasperating to be stopped by tariff barriers raised where nature has raised none. At the sea coasts it is different. There, nature, herself, has created obstacles, and the added artificial barrier of the tariff does not seem inappropriate, but on the North and South, the same continent stretches away in countless leagues, utterly unmindful of man's imaginary lines. Especially unnatural to Americans seems the tariff line that divides us from our Canadian neighbors. They are so like us that a person set down blind-folded in many Canadian towns would not know that he was without the United States. They speak the same language, are of about the same descent, and have the same customs and modes of life. Their wants are the same as ours and they inhabit a country whose climate does not vary greatly from that of the Northern states. Some of the strongest high protectionists agree that there is no need of a protective tariff against Canada, and many of them freely assert that trade be-

home markets for agricultural products will necessarily be left largely to the producers of each country.

Free, or freer, trade in natural products, will be a matter of mutual convenience and benefit rather than of trade invasion of each country by the products of the other. The trade between Canada and the United States closely resembles that between states. It is an interchange of goods to suit the convenience of location rather than the exchange of products separately characteristic of the two countries—which is the true type of international trade. In 18 classes of identical goods we sold to Canada last year \$97,000,000 worth, and bought from her \$40,000,000 worth. The irresistible tendency of neighbor to trade with neighbor on this continent overrides hostile tariffs. The two nations are not so placed geographically as to be naturally separate commercial organisms. When you raise a tariff at the Canadian boundary you undertake to impede precisely the same sort of mutually beneficial trade that goes on between our neighboring states. The problem of trade relations with Canada is entirely different from that of such relations with any other country. It is important to remember this. It explains the demand for reciprocity in the northern tier of states, with hampered trade on one side.

If Canada were to continue what it has been so long—an obscure dependency of the British empire, a mere ribbon of occupied land, sparsely settled, poor, and with a trade but slightly developed, there would be no cause for us to concern ourselves greatly over trade relations with it; but within a few years Canada has awakened to a new life and

seven years. Another line is proposed from the North Dakota boundary to Fort Churchill, on Hudson Bay, another from the latter place to Dawson in the Klondike. A railroad to Fort Churchill will, if navigation through Hudson's straits is commercially possible, bring the great wheat fields of the Canadian Northwest a thousand miles nearer to Liverpool than they are at present.

Almost a thousand miles North of the boundary in the valley of the Peace river, wheat, barley and oats are already grown in large quantities and a hundred-barrel roller mill, the farthest North on the continent, has been erected at Vermillion. Mr. Dawson, of the Canadian Geological Survey, estimates that the Peace River country alone, contains more than fifteen million acres of excellent land. At the very lowest estimate there are 90,000,000 acres of good wheat land in western Canada. Put it all into wheat and it would raise as much wheat as the whole world now produces.

Reciprocity between the two countries seems to be the only way in which we can follow Mr. Charlton's advice, and "get out of this miserable rut" of unfairness to which he refers and enter with the Canadians into the enjoyment of their almost virgin country. Reciprocity in connection with tariffs means simply a trade in tariffs, the bargaining nations reducing their tariffs to encourage trade between them. Complete reciprocity would mean free trade. Unquestionably that is as desirable between the United States and Canada as it is between the states, but for obvious reasons, it is at present impossible. Customs duties collected on American goods entering Canada constitute a very large and

essential part of the revenue of the Dominion government. Besides Americans are too well schooled in the doctrine of protection to be prepared as yet for absolute free trade with another country. Then, too, the protectionist idea is gaining a strong foothold in Canada, so that it is impossible to secure now anything like such a degree of reciprocity as was possible a few years ago.

But, notwithstanding high tariffs on both sides of the line, the Canadians have to buy many articles of commerce from us and we have to buy many from them. Last year we took \$55,000,000 worth of their products, and they took \$123,500,000 of ours. In point of total volume of goods purchased, the Canadians are our third best customers, ranking after the United Kingdom and Germany, and ahead of France and Holland, and in point of per capita consumption of our goods they are our best customers. Every man, woman, and child in Canada represents an annual purchase of \$20 worth of American goods, as compared with \$13 for the United Kingdom, \$4 for Germany and \$2 for France.

If for no other reason, reciprocity is worth while to save what we have. A very strong high-protectionist party is growing up in Canada, and only two weeks ago the Canadian manufacturers' association demanded a revision of the Canadian tariff with a view to doubling the duty on imports of our manufactures. Moreover the bait of preferential trade held out by the British imperialist has proved very alluring to Canada.

Canadian wheat is demanded by the millers grinding Northern spring wheat, and by the grain trade. Fear is expressed in some quarters that with the present tendency of our northwestern farmers to get out of wheat raising and into more profitable forms of agriculture for high priced lands, there may be a shortage in the supply of hard wheat for the mills. If that condition should ever come to pass, our millers, if they could not get Canadian wheat free of duty, would be obliged to move their export mills across the boundary. At present there is a duty of 25 cents a bushel on wheat, which absolutely excludes it, except some that has been brought in under bond. At the best, there will come years when our millers will find free Canadian wheat very handy.

The American grain trade is one of the most respectable of our forms of commerce, and its future prosperity, at least for that portion of it near the Canadian boundary, depends very largely upon whether the grain of that country is to be opened to it or whether it shall continue to be shut out of all except that part of the Canadian grain trade which it may be able to handle in bond. Last year western Canada exported about 30,000,000 bushels of wheat and the time is not far distant when it will have a hundred million bushels to sell. With the mill demand continually tending to reduce the hard wheat available for export, the privilege of handling this immense volume of Canadian wheat, would be greatly appreciated by our grain men, who are making the most they can of present conditions and are building scores of elevators in western Canada.

There is no prospect either that free Canadian wheat would injure the American farmer. Both countries are exporters of wheat. Last year we exported over 200,000,000 bushels of soft and hard wheat in the kernel and in flour. Our surplus alone was nearly three times as large as the entire spring and winter wheat crop of Canada. Is it not absurd to think that with such an immense surplus our farmers can be in the slightest degree injured by a few million bushels of wheat entering this country to suit the convenience of our millers and to be handled by our grain trade? It is a truism to say that as a general proposition the price of wheat is made in Liverpool. Liverpool is the great market for the surplus wheat of the world, and, it is the price of the surplus that determines the price of the whole. Canada will soon be the only serious rival of the United States in supplying the wheat bread eating countries with wheat they cannot produce themselves. If the entire surplus of both countries was in substantially the same hands, as it would

be if there were no tariff on wheat, the two countries would be in far better shape than now to control the market to their own benefit.

At the present time Canadian and American wheat crops are largely financed and transported through different channels. The result is that they compete with each other en masse in Liverpool, thus tending to lower the price of both crops. Thus it appears that instead of free trade in wheat being an injury to the American farmer, it would be a positive benefit to him as well as to the Canadian farmer. The tariff which the farmer has been taught to believe is a protection to him, is really an injury. The ability of the American cotton trade to control the price of cotton within certain limits is an illustration of the possibility of the future if the surplus wheat of both United States and Canada shall, through the repeal of the American tariff on wheat, be handled by the same agencies. Then, too, our farmers must keep in mind the possibilities of preferential trade between Canada and the United Kingdom. The Chamberlain program is said to involve a discrimination of six cents a bushel against American wheat, and in favor of Canadian. Dependent as we are on the British market for the consumption of about half of our wheat surplus, such a discrimination would be ruinous to our farmers. We should escape the possibility by making our trade with Canada first.

The Joint Commission is not likely greatly to alter trade relations between the two countries, as they

All things considered, I regard reciprocity with Canada as the most important subject of foreign relations now before the American people for discussion. Its importance lies not so much in the actual status of things as in the effect it will have on the future. A beginning in the right direction now will in all human probability work toward freer and freer trade and the growth of friendship and prosperity between this republic and the dependency to the north, whose development has just begun. The continuation of the present policy of tariff exclusion will mean increasing friction between the two countries, further high tariff legislation and a future of increasing bitterness and decreasing trade.

NEW CINCINNATI ELEVATOR.

On September 24 the Union Grain & Hay Co., of Cincinnati, started into operation their new 175,000-bushel elevator in that city. This house, the plan of which was fully described in the March (1903) issue of this paper, is one of the most complete and up-to-date in the United States; for while its capacity is not as large as that of many houses, its equipment is complete throughout. The accompanying cut gives a very good idea of its general appearance; and for the information of the trade it may be said that it is provided with clippers, cleaners, shellers, wheat scourers and smutter, corn meal mill, grain dryer and purifier. It is also equipped



NEW ELEVATOR OF THE UNION GRAIN AND HAY CO., CINCINNATI.

should be altered, unless it is convinced that the American public opinion demands such an alteration. There is no question in my mind but that it does, but reciprocity has been so long deferred that it is hard to get an emphatic expression of opinion. To that end we need effective organization everywhere of all the interests that will profit by reciprocity with Canada. It is impossible to imagine any effort to extend markets in which special interests of certain classes so completely coincide with the general interests of the country. There is not the slightest reason to doubt that every improvement in trade relations between the United States and Canada will have a potent influence for friendliness between the two nations and that freedom of intercourse which will be so beneficial to both, materially and socially.

The work of organization is already started in Wisconsin, Illinois and Indiana, and strong organizations exist in New England and Minnesota. We are trying to get organizations in all the other states likely to be especially interested, and you gentlemen should assist us. The final triumph of the movement for national irrigation is due almost entirely to a remarkably efficient organization. The mere existence of favorable public opinion does not always result in the desired legislation, as witness the failure of congress to ratify the treaty of reciprocity with Cuba, although public opinion is almost universally in favor of it. To become effective with congress and more particularly with the senate public opinion needs the co-operation of potent personal pressure. This can only be brought to bear when a good cause is supported by a powerful organization.

with a Fairbank Hopper Scale, an automatic weighing and sacking scale, wagon and platform scale, passenger lift, car puller and other conveniences too numerous to mention.

The cars are unloaded under cover; and the official weigher has an office on the scale floor and each car is weighed in 80,000-pound hopper scales. The elevator is so located that grain can be received or forwarded over any road making Cincinnati delivery.

CHANGES IN EASTERN HAY AND FEED TRADE.

Arrangements have been made for permanent organization of the Allegheny County Retail Grain, Hay and Feed Dealers' Association. Nearly one-half of the 115 dealers in Allegheny County, that is, Pittsburg and vicinity, have joined or agreed to join the Association. Heretofore the proceedings of the organization have been of a tentative nature, but a state charter has been applied for and a permanent organization will now be effected. An assistant secretary has been elected who will visit all the dealers in the territory and fully acquaint them with the aims of the Association. An effort will be made to remedy injurious cutting of selling prices and to correct the credit system.

The hay and straw committee of the Philadelphia Commercial Exchange also is considering methods of organizing the feed trade in that city. A meeting of the committee was held September 24 to discuss new rules proposed for the government of the hay and straw trade. The members of the committee are still at work on the matter.

MEETING OF SOUTHEASTERN IOWA GRAIN DEALERS' ASSOCIATION.

A meeting of the Southeastern Iowa Grain Dealers' Association was held at Hotel Delaney, Burlington, Iowa, at 9 p. m., October 13. In addition to a small delegation of grain men, there were present Geo. A. Stibbens, secretary of the Grain Dealers' National Association, and Geo. A. Wells, secretary of the Iowa Grain Dealers' Association.

President James A. Carden of Winfield presided and Secretary O. H. Keith of Wayland was also present.

The meeting had as its principal object the discussion of the question of the advisability of joining the Iowa state association. Both Mr. Wells and Mr. Stibbens talked upon this point and ten of the dealers present joined the state association.

The meeting was an informal one, and after discussion of other topics of interest to the trade the session adjourned.

WEIGHING AT ST. LOUIS.

At a meeting held on September 14, the board of directors of the Merchants' Exchange adopted the following new rules regarding the supervision of weighing:

"All grain and hay received in St. Louis or East St. Louis, or places contiguous thereto, on account of members of the Merchants' Exchange, or consigned for sale to this market, must be weighed under the supervision of the Department of Weights of the Merchants' Exchange through some elevator, warehouse or track or wagon scales under their supervision. The same rule to apply on grain and hay shipped from this market. The fees to be charged and collected for this service shall be the fees fixed by the weighing committee, and approved by the board of directors, from time to time."

On September 22 the board of directors approved of the schedule of charges fixed by the weighing committee for the supervision of the weighing of grain, hay and other commodities, to take effect on October 1.

This action of the board has increased the scope of the Department of Weights to such an extent that the equipment must be very much enlarged, necessitating a great increase in expenses for a thorough and accurate management of this Department. The shippers throughout the country have urged the Merchants' Exchange to provide a proper equipment, agreeing to pay such fees as may be necessary to make the Department self-sustaining.

The fees as fixed by the weighing committee, and approved by the board, are as follows:

ELEVATORS.—50c per car for all cars unloaded; 25c per car for all cars loaded out; ¼c per sack unloaded by boat or wagon; 15c per thousand bushels loaded in barges. The following elevators: Burlington, Rogers, Merchants, Central "B," Mound City, Wabash, Brooklyn Street, Exchange, Mississippi Valley, Venice, Union Advance, East, Belt, Columbia, Montgomery "B," Terminal, McReynolds, Granite City.

MILLS.—\$1.00 per car unloaded; ¼c per sack unloaded by wagon. The following mills: Plants, Purina, Victoria, Valley, Mo. Forage, Buss, Eureka, Kahlor, Hezel, E. O. Standard, Sparks.

MISCELLANEOUS.—\$1.00 per car for all cars unloaded at all hay, grain and transfer warehouses, breweries, malt houses and sacking tracks; 25c per car, unloaded on team tracks, to maintain a watchman to guard against all unnecessary loss, waste and stealing.

Since these rules have been put into effect there has been some objection. A telegram to the New York Commercial of September 27 says the rules "have created dissatisfaction among grain dealers" and that Frank Kauffmann said he "would ignore the rules, and that if any attempt was made to discipline him for non-compliance he would appeal to the courts and enjoin the Exchange from interfering with his business."

Mr. Kauffmann's reason for objecting is that "with the existing freight congestion, enforcement

of the new rules would mean an additional delay of days if not weeks in receiving consignments and shipping out grain, and in consequence would inflict great injury to his business." Other large dealers, it was stated would take a stand similar to that taken by Mr. Kauffmann, including a certain country miller not named who was credited with the statement that if an attempt is made to compel him to load and unload wheat in St. Louis for the purpose of weighing grain consigned to his mill he will petition for an injunction restraining the exchange from enforcing the rules.

PHILIPP BENZ.

Philipp Benz, one of the oldest members of the Chicago Board of Trade and head of the commission firm of Ph. Benz & Co., died on Sept. 23 of paralysis.

Mr. Benz was born in Odernheim, Rheinhessen, Germany, in 1837, and came to America in 1860. He settled in Chicago and began business with a grocery and feed store in 1865. Five years later he went into the produce business on South Water street, at the same time becoming a member of the Chicago Board of Trade.

In the year 1872 the firm of Ph. Benz & Co. was established, the company being his son. They are



THE LATE PHILIPP BENZ.

grain receivers, making a specialty of barley. The business will be continued under the same name, managed by his surviving son, Emil P. Benz.

Mr. Ph. Benz was universally known by his many kind and generous acts and many friends mourn his sudden demise.

ERIE CANAL CAMPAIGN.

A meeting of members of the New York Produce Exchange was held recently to organize a Produce Exchange Canal Improvement Association. Considering the importance of the Erie Canal enlargement campaign in New York one might wonder that this organization was so long postponed, were it not true that the Produce Exchange has from the very first been active in the 1,000-ton barge canal campaign. It was thought, however, that by the organization of an association, more could be accomplished than by leaving the matter in the hands of a committee.

The New York grain men think that they see salvation in a canal that will afford real competition with the railroads. They, of course, understand that New York's grain trade is relatively and absolutely declining in volume, and that if it is to be regained reliance must be had upon other kinds of transportation than the railroads.

Produce Exchange members who are in this campaign frankly urge the enlargement of the canal because they desire the canal to reduce by active

competition the alleged excessive rates now charged by the railroad pool, and the pool's alleged discrimination against New York. The pool, however, denies that the canal now has any influence on rates, which is probably true.

Meantime "up state" the canal has been getting many hard knocks from the farmers, a number of whose organizations have uttered resolutions urging farmers generally throughout the state to vote against the proposition to issue bonds in aid of the enlargement. Cities not influenced directly by the canal may also vote against it; so that the canal is making its last fight; if it fails to get the bond approval, it may as well be filled up for all benefit it may be to the grain and flour trade of New York.

FUTURES AT NEW ORLEANS.

The committee appointed by the New Orleans Board of Trade to investigate the advisability of establishing future trading on that Board has reported, recommending such action.

The report gives the details of the investigations made by the committee at St. Louis, Kansas City, Chicago and New York, where they were given every possible facility for exhaustive inquiry, and continues—

During our investigation covering grain futures in the three cities mentioned, we looked carefully into the matter of puts and calls, which, while in a measure is foreign to the matter of futures itself, and by no exchange is recognized as a part of the future business, yet it is a necessary adjunct, adopted by some of the members of the exchanges as a safeguard or protection in their trading over-night, and enables them, for a very small outlay, to get in touch with the more distant markets before definitely closing large deals. While it is not recognized on the floor of the Board of Trade in Chicago, it yet is, to the members of the exchanges who deal in futures, a necessity that is taken advantage of in other cities where puts and calls are in force. All of the exchanges urge that, since we are the largest exporting point to-day, it would be a necessary adjunct to our grain business. We mention this as a matter for future development that can be adopted by the members themselves as our future trading develops.

We think it very necessary, and recommend that the proper committee having charge of the permanent inauguration of this business, keep this feature prominently before them.

With all the exchanges we conferred the advisability of grain futures was conceded, but the point most strongly urged by them all was the immediate necessity for a concerted action between ourselves and Galveston in the arrangement of "uniform export grades" that would be fair to all and would be recognized the world over as the "Gulf Export Grades."

We therefore recommend that, if our report meets with your approval, a committee be immediately appointed to confer with the Galveston Cotton Exchange and Board of Trade, with a view of having a permanent joint committee, appointed with power to agree and arrange the details of mutual trading and grading. If this course is pursued, it will meet with the approbation of every grain exporter with whom we came in contact, and will increase the elevator capacity by perhaps arranging to accept delivery at either New Orleans or Galveston.

Subsequently the Board of Directors acted favorably on the report, and rules and regulations will be prepared to carry the recommendations of the committee into effect.

A yield of more than 2,000,000,000 bushels of corn has been raised six times in the past 13 years. In only three years was the condition over 90. The largest crop ever raised—2,523,000,000 bushels—was in 1902, and the September condition was 84.3.

"History is repeating itself in the corn market," said James A. Patten. "I have been on the floor of the Chicago Board of Trade twenty-five years, and have seen a number of frosts come in the month of September which affected the corn. Invariably there were a lot of duffers in the country who would report that no damage had been done to corn, and, on the contrary, it had done the corn good. I never yet have seen the time when a temperature of 32 and under would assist in maturing a crop of corn. In the past when frost has occurred the market has gone down on reports of no damage similar to those that are being circulated to-day. We are getting stronger reports to-day of damage to the corn crop than we have had yet. I am of the belief that this corn is going to sell materially higher. It is simply common sense to believe that a freezing temperature will do damage."—Inter-Ocean.

AGRICULTURAL STATISTICS.

[Address by Charles B. Murray of Cincinnati, at the annual meeting of the Grain Dealers' National Association, Minneapolis, October 6, 1903.]

If there be one element or factor more important than another in matters affecting the grain interest, it may be difficult to demonstrate what it is. But it is not too much to assume that for widespread and vital influence upon the markets and those operating in agricultural products as dealers or as manufacturers the question of statistics is one of distinguishing significance and importance. Such statistics involve evidences of comparative areas under culture, of conditions attending the starting of a crop and of its progress in making its way forward under the variable shiftings of the elements governing the question of growth and of results. They involve evidences of the final harvesting and condition in which the product is secured; the comparative production quantitatively, by localities, or by states, by countries, and for the commercial world. And also the relation of production of one class of products to another which may serve as a substitute, or be supplemented by another.

The farmer is interested in all such information, as the producer, who tempers his actions in disposing of his products, and in planning as to prospective operations by the evidences as to the future of requirements and probabilities of market conditions. The dealer, the agent who brings the producer into advantageous connection with the manufacturer and consumer, is concerned in such questions, for to more or less extent or degree he carries the product for a time. The manufacturer who converts the raw material into commercial product, be it the miller of wheat, the feeder of corn to animals for marketing, or the consumer of this grain in the whisky still, in production of starch, of glucose, or in other lines, is necessarily affected by such statistical information, for he must not only be provided with stocks for current operations but also he must make prices for deliveries at future dates under the demands incident to merchandising transactions. The consumer of the products is the one who is least concerned in such evidences in an immediate way, for he merely pays out the current price, be it higher or lower than it has been or should be, possessed only of the privilege of lessening the consumption of the more costly article and increasing that of the cheaper—but which as a matter of fact he fails to do a large part of the time, under the force of habit and other influences, in the consumption of such products.

It must be plain to any reflective person that were all men unselfish and honest, more correct statements of conditions in these particulars would be obtainable than are now possible under the most perfect methods of procedure in collection and consolidation of information, and under the highest order of integrity of purpose in the conduct of such work. But self-interest, or that which is thought to be self-interest, apparently enters into actions governing far too large a proportion of the crop correspondents for the government and for others. Self-interest too often governs the interior dealer, who is expected to be able to give information in regard to conditions more comprehensively as to his locality than can be offered by individual farmers. The elevator man, who has storage space to be occupied to his pecuniary advantage, knows what coloring of crop news best suits him. Even the miller, who is more free as a rule from partiality in such matters, is at times also under the influence of self-interest. But there are many who earnestly aim to report conditions consistent with their understanding of the situation.

No other country so thoroughly enters upon the regular and continuous work of furnishing statistical information relating to agricultural products by the offices of the government as the United States, and no other country, considering the scope of such inquiry and work, represents such an extent of area and variety of products to be

taken into consideration. In no other country does such official work stand in higher recognition for its merit as an indication of comparative conditions and situations. Yet with this as a fact, there are many who display efforts to belittle the value of such work, and to discredit its information, including some who at the same time are endeavoring to hold up for acceptance and for influence statements constructed more with reference to a particular purpose than for intimate relationship to actual conditions and facts.

People expect too much in the way of accuracy and freedom from inconsistencies in agricultural reports and statistics. The popular demand is that official reports upon heading crops as an entirety for a state or for the country should be expected to be relatively more correct than it is possible as a rule for an individual producer to state in regard to his own products, until he is able to report definitely by specific measurement—and this represents a very small proportion of the products of the farm. In the instance of wheat, considerable of the crop can be very closely reported when threshing is accomplished. And here it often occurs that the results thus made apparent are at variance with prior calculations or judgment as to yield to the extent of 5, 10, 15 or 20 per cent, or more. A very large proportion even of the wheat crop is a matter of estimate rather than of



CHARLES B. MURRAY, CINCINNATI.

actual measurement, both as to area and production.

In the instance of corn, the proportion of the crop actually measured is very much less than of wheat, and it is in fact a small proportion of the total production. Similar observations may be made as to other crops, including oats, barley, rye, potatoes, hay, etc.

It therefore follows that the reports from localities of production forwarded to the statistician who collates the information and promulgates the results of careful compilations are themselves for the most part only estimates, representing at best the judgment of a careful observer, while persons of equal opportunities for knowledge of conditions and qualifications for judging of the situation may differ considerably in conclusions concerning such particulars. These features are mentioned to indicate the uncertainties always underlying the work of preparing agricultural statistics, however well and faithfully this work may be performed.

In the early stage of a crop its standing with reference to prospective results is measured by condition, stated in percentages relative to 100 as a good or normal position. There is no better system known for illustrating such comparisons. The 100 of condition, however, does not have the same significance or value throughout the various sections of the crop area, in what it implies as a basis for results in yield. For instance, taking the Department of Agriculture data for a period of ten years, ending with 1901, the average condition of corn for October 1, representing the latest report prior to the harvesting and the returns in bushels, shows 77.7 per cent, and the average yield per acre as subsequently reported was 23.4 bushels per acre, for this period. This implies an average

of 30.1 bushels per acre as the equivalent of 100 of condition. But when the records by states are examined it is shown that the equivalent of 100 of condition is as low as 11.1 bushels, for South Carolina, and as high as 40.3 bushels, for Vermont. The prominent states in the region known as the corn belt are variable—Ohio 38.3, Indiana 37.2, Illinois 38.6, Iowa 37.3, Missouri 32.1, Kansas 32.2, Nebraska 35.9. These are averages reached on data for ten years. Taking five years, ending with 1902, the general average for the United States represents 31.8 bushels as the equivalent of 100 of condition, which is over 5 per cent in excess of the average based on data for ten years. For the five years the averages of condition and yield make it appear that the equivalent of 100 of condition was 12.1 bushels for North Carolina, 12.7 bushels for Georgia, 24.5 for Texas, 32.0 for Kansas, 33.1 for Missouri, 36.4 for Nebraska, 39.4 for Indiana, 40.1 for Illinois, 40.2 for Iowa, 41.0 for Ohio, 42.1 for Vermont.

These instances illustrate differences in such particulars for different regions and different periods. There are very considerable variations from year to year in the separate states, in the relation of yield per acre to 100 of condition. For instance, continuing the reference to the corn crop in the illustration, the 100 of condition for Ohio in 1900 was 38.9, and in 1902 it was 43.2 bushels. The 1902 condition represented over 11 per cent more than in 1900 in yield per acre.

In a general way, the yield of corn in bushels per acre increases from South to North, under like condition. For the 1902 crop the equivalent of 100 of condition for eleven southern states was about 20 bushels per acre, as an average, and for the seven middle or surplus states the equivalent was over 39 bushels per acre.

Similar differences are found in the wheat crop comparisons. Southern states in 1902 indicated an average of about 13 bushels per acre as the equivalent of 100 of condition, on the basis of condition representing the situation when the grain was harvested. For other portions of the country the average indicated about 20 bushels per acre as the equivalent of 100 of condition. For the entire country the equivalent was 18.12 bushels, compared with 17.68 as the general average for a period of five years, and 17 bushels for a period of ten years, each ending with 1902.

These comparisons are sufficient to illustrate in a general way the relation between condition reports and yields per acre, for crops—showing that there is no fixed equivalent in quantitative characteristics to be attached to condition returns. And yet the situation of a crop with reference to condition has significance to the interested persons for what it means to him as a basis for expectations as to results quantitatively.

It is not to be assumed that these evidences of differences in the relations between condition as compared in their significance quantitatively and of the records of yield specifically imply that the reports in regard to condition are without value, or are to be treated as radically faulty. It must be remembered that there is no exact guide to go by, in reaching conclusions as to the position of a crop at any stage of its progress, and that for a particular region, or even for any particular tract of land in view, the judgment of different observers is liable to be materially at variance, so that a statement embodying general conclusions represents the aggregation of such elements of judgment. All this does not mean that the system is to be condemned, but in fact gives support to the view that the average of conclusions reached, from such uncertain bases, as compared with ultimate evidences of distribution of products, are as consistent as it is reasonable to expect—so that what may be held up by the critical observer as faulty work should in fact command respect for its approximate accuracy and degree of consistency, and serviceableness as a guide for those who are interested and concerned in such matters.

Condition reports in the early stage of a crop are higher than at the finish, with rare exceptions. The loss thus disclosed reflects the measure of im-

pairment from drawbacks liable to arise in one form or another, with varying degree of seriousness in different seasons, in the progress of a crop. The record of lower average condition ultimately reached does not set aside the merit of the earlier indication. The Department of Agriculture data for a period of ten years ending with 1902 indicate an average decline of 12.1 points in corn from July 1 to October 1; an average decline of 4 points in winter wheat from April 1 to July 1; an average decline of 12.6 points in spring wheat from June 1 to August 1; an average decline of 5.8 points in winter and spring wheat from June 1 to the condition when harvested. In some years the losses in condition have been comparatively small, and in some strikingly large. Among the greater losses was corn in 1901, declining 27.3 points from July 1 to August 1 and 29.2 points to October 1; corn in 1894 declining 30.8 points from July 1 to October 1; winter wheat in 1895 declining 15.6 points from April 1 to July 1; spring wheat in 1900 declining 30.9 points from June 1 to August 1. This season an exceptional decline has been shown in condition of wheat from the early situation to the position at the finish. These losses however are not to be taken as evidences of faulty estimates of condition in the early stage of the crops, but changes in bases with reference to yield, resulting from adverse meteorological conditions. They suggest the questionableness of applying quantitative significance as to yield indications in the early stages of crops.

Of the various prominent crops cotton is the one which can be most closely measured, at the close of the crop year, for the reason that it is of such nature that its distribution is so fully traceable. Probably the next in order is wheat—for there are records which indicate the movement of the surplus portion of this product out of the country, and bases for reasonably close calculations as to domestic absorption. The cereal of much greater extent of production, corn, or maize, is not so readily determinable, for more than three-fourths of the entire production finds consumption where grown, or so near as to afford no records of movement as a guide to be accepted. And to a great extent the same observation may be made as to oats, and hay.

In the discussion of the various features involved within the scope of agricultural statistics it is appropriate to introduce some details, which may be familiar to some and not familiar to others to whom these expressions may reach. In regard to wheat, commercial estimates of production for the past ten years, ending with the crop of 1902, indicate an annual average of 590,000,000 bushels. Exports, an annual average of 186,000,000 bushels. This implies an annual average of 404,000,000 for domestic purposes in all channels. The average annual area in wheat as officially estimated represents 40,500,000 acres, but there is reason for assuming that it has in fact exceeded this to the extent of fully 5 per cent, so that 42,500,000 acres may be accepted as an approximation for the average, on which basis the seeding would represent about 59,000,000 bushels per year for this period. The annual average population for the past ten years has been approximately 72,500,000. The application of this to the apparent domestic consumption for all purposes other than seeding indicates an annual average of $4\frac{3}{4}$ bushels per capita. This, however, is half a bushel below the indication afforded by the Census office data for the year ending June 1, 1900, which made it appear that the consumption reached $5\frac{1}{4}$ bushels per capita.

On the basis of production and distribution as here mentioned for the past ten years the disposition of wheat has been 58 per cent for domestic consumption, 10 per cent for seeding, and 32 per cent has been exported.

The production of corn during the past ten years, as reported by the Department of Agriculture, shows an annual average of 1,923,000,000 bushels. The exports of this grain for the ten years averaged 124,000,000—leaving an annual average of 1,808,000,000 bushels, for all domestic purposes.

The exports represent about $6\frac{1}{2}$ per cent of the production for the ten years. Over 80 per cent of the corn was consumed in the country where produced, and probably 15 per cent fully covers the proportion that reached commercial channels. The quantity consumed for human food, for spirits, and other products of manufacture, represents about 13 per cent of the average production. While the average production of corn is about three-and-a-half times that of wheat in quantity, the amount of corn reaching trading channels is smaller than of wheat.

Whatever may be said of shortcomings in the work of gathering and promulgating information concerning the prominent crops of our country, there should be full recognition of the better features of such service. The offering of regular reports monthly with the progress of the season is important, and is demanded in the interest of all the people. The auxiliary aid rendered by the Weather Bureau service from week to week is also important, and should be continued. The percentage system governing a large part of the Department of Agriculture statistical work concerning crops can not be displaced with any better method for prompt current information, and even when the conclusions based on such data from lack of a definite basis are more or less faulty they are valuable as showing conditions in a comparative way with a degree of consistency acceptable for purposes in view. Theoretically the method of enumeration where possible would be preferable to percentage estimates—but faulty work of a serious nature has been shown to be incident to official work under enumeration methods.

In concluding these explanations and observations in regard to agricultural statistics as they have come from official sources, it is proper to urge that in the consideration of such information it should be remembered that of necessity it must be constructed on uncertain and underterminable bases, and that all that is good in such work should be put against anything that is bad. And the effort and aim of those whose interests are affected by such information should be to render all possible aid in furnishing accurate statements of conditions so far as they can be known or can be intelligently judged.

So long as there are manipulators of markets; speculators who employ experts to report the condition of crops in a pre-arranged manner to serve a defrauding scheme; traders who secure newspaper interviews calculated to have market influence upon which they can operate on lines not consistent with the views thus presented; men who will assume to have tips relating to forthcoming official information that are manufactured to temporarily serve an unrighteous purpose—so long as these and kindred elements are conspicuous in the markets, and reflected in the influential press and trade literature, with so-called crop authorities willing to render them service, and crop reports which are intimately associated with speculative interests, it may be expected that meritorious work on the part of the government offices in furnishing agricultural information and statistics will be subject to unkind treatment and to be held up as having faults which do not exist and as not deserving of the confidence to which they are entitled, by men governed in such acts and methods by motives of selfishness not akin to honesty, while commanding power for securing undue advantage over others.

Early & Daniel, Cincinnati, were awarded the contract to furnish the Government with 200,000 bushels of oats and 4,200 tons of hay during the six months following September, 1903. Part of the stuff will be delivered at Governor's Island, N. Y., and part at Chickamauga, Ga.

From the opening of navigation to September 1 export grain shipped from the port of Montreal was as follows: Wheat, 11,065,000 bushels, as compared with 10,647,000 bushels for the same period last year; corn, 4,604,000 bushels, as compared with 58,000 bushels; rye, 557,000 bushels, as compared with 378,000 bushels.

WASHINGTON WHEAT GRADES.

The Washington State Grain Commission, consisting of State Grain Inspector J. W. Arrasmith, W. H. Reed of Tacoma and D. F. Anderson of Rosalia, at its annual session in Tacoma in September, fixed the grades which shall govern the sale of wheat and other grains for the coming year.

The grades remain practically the same as those in effect last season, the only change of moment being that choice milling wheat will this year weigh sixty pounds to the bushel, instead of sixty and a half, as the Commission last year decided it should weigh.

Wheat samples for the present crop were not made up, because no wheat had been received by the Commission from many of the wheat sections of the state. The Commission decided that the samples should be made up later by Messrs. Arrasmith and Reed, the Tacoma members.

The Commission adopted the following expression of intention relative to the petition made to it to establish a state dockage system:

"The millers, grain dealers and exporters having asked that this Commission adopt and enforce as part of the state inspector's system a dockage finding on all wheat more foul than the state standards, the Commission unanimously feels that such a system could not at once be undertaken by the state inspector's force, because of its lack of knowledge of the machinery used in measuring dockage and the uncertainty of such machinery now in use in other states being efficient in handling Washington wheat, with its foreign matter, consisting of wild oats, cockle, etc. It is, therefore, the sense of this Commission that the state inspector proceed at once to secure such machinery as is in use for dockage purposes in other states and experiment with it on the Washington foul wheat as the wheat arrives here, and report his findings to this Commission."

STORAGE CHARGES INCREASED.

While C. P. Ry. freight rates on grain have been somewhat reduced, there has been an increase of $\frac{1}{4}$ c per bushel in terminal charges at the lake front elevators, as per notice by the C. P. and C. N. Rys., as required by the Grain Act, as follows:

"Elevating (including 15-day storage and insurance against loss by fire) per bushel, $\frac{3}{4}$ c. Storage for each succeeding 30 days and insurance against loss by fire, per bushel, $\frac{3}{4}$ c. No charge for cleaning and blowing. Effective September 14, 1903. Superseding elevating and storage rates printed on page 3 of Tariff No. 39, dated February 1, 1902."

The notices of course raised a storm of protests; and on September 11 the Winnipeg Grain Exchange adopted the following resolution:

Resolved, That this Exchange strongly protests against the announced additional charge of $\frac{1}{4}$ c per bushel at terminal elevators for receiving, cleaning and shipping of grain by the railway companies, as such an increased rate is unreasonable, especially in view of the increased volume of business. This Exchange considers it an injustice to both the producer and the grain trade of the west, and would ask that the Minister of Trade and Commerce be urged to take action in the matter, as provided by sub-section 2 of section 25 of the Grain Act.

That a copy of this resolution be forwarded to the Minister of Trade and Commerce through Mr. Castle, and he be requested to do so by wire.

A committee was also appointed to interview the railway officials in an endeavor to find out just what their intentions were in regard to the advanced storage rate.

Railway representatives attribute the increase to the matter of insurance. Although the Grain Act does not require the elevators to carry the risk, the grain dealers did ask the government to embody such requirement in the Act when it was recently revised; and the elevators are "meeting the views of the trade as a whole" on the insurance question by including insurance in the costs of storage, etc. The complaint is that the rate is exorbitant and higher than insurance costs under the old arrangement.

ALL GRAIN INSPECTION DEPARTMENTS SHOULD BE CONDUCTED UPON CIVIL SERVICE PRINCIPLES.

[A paper read by Chas. England of Baltimore at the annual meeting of the Grain Dealers' National Association at Minneapolis, Oct. 8, 1903.]

In discussing any arrangement having for its object the facilitating of business, it is well to have in mind the necessities which suggested its adoption, because in every mercantile, political or religious formation the essence of their creation becomes the standard which must determine their course so long as the arrangement is properly conducted.

The necessity for the formation of our government is defined in the Constitution, which will always direct the commonwealth; and the condition of business that early required the appointment of grain inspectors and the formation of grain inspection departments just as surely defines the principles which should be adhered to if justice and security are to be guaranteed.

Before the creation of grain inspection departments and the appointment of inspectors, there was sure to be connected with every well managed grain business at least one expert grain man whose experience enabled him to properly direct the handling of all grain. This expert always had in mind that in order to make the business successful he must deal fairly with all and not impose unreasonable things upon any persons because they were absent, and that future business depended entirely upon his conduct; therefore the type samples that were established to purchase or sell by were adhered to conscientiously.

In the evolution of business that followed, the public grain inspector took the place of the private grain expert; but changed business conditions did not alter the principle of guarding the rights of the absent party in interest. At first the inspector was more careful of the rights of the absent party than of the other, because he assumed that the party present would look after his own interests; therefore it early became a general principle that the absent party, usually unknown, should have the benefit of every doubt; and later on, when business required that all parties in interest should be absent, the competent grain inspector regarded himself not only as a person of judgment, having a technical knowledge of his business, but also as an arbitrator to render exact justice without considering whose interests might be best served thereby. Honest, thoughtful business men have always regarded these qualifications essential; but few believe that they are now generally governing principles among those upon whom rests the responsibility of inspection; and to expect such characteristics to exist where civil service rules do not dominate is like imagining a plant can flourish in a sandy desert where there is neither soil nor moisture to encourage its growth.

When a person occupying a position of trust is not hedged about with protecting influences, there are always unscrupulous persons ready to attempt the corruption of the official for their selfish purposes; and especially will this be the case in political departments where the inspector's tenure of office is as uncertain as politics, and there comes in the inducement for him to make hay while the sun shines. I believe that where an inspector is chosen because of his ability to fill the position, mistakes through error of judgment are rare and never far reaching in effect; but it is the other error, fraught with trouble, that brings discredit upon any department: the yielding to what may of itself seem an innocent proposition but is nevertheless a deep-laid scheme to take advantage of some one. The inspector who feels that he owes his position to influence rather than fitness is more easily approached than he who relies upon his own merit, because the former feels that so long as his influence continues his position is safe, and when his influence is gone, because of a change in the appointing power, his position is not worth much, no matter what his record may be.

Every successful private business is conducted under civil service principles, but business men are slow in demanding this method in public affairs. There is no needed reform that cannot be accomplished if all persons who realize the necessity of it would act together to obtain it. Every grain inspection department not now under civil service regulations can be so classified, if the interested public will demand it. Self-preservation, if nothing else, will force board of trade inspection to adhere to these principles, and a general demand should be made that political departments also adopt them.

In political inspection departments, where the appointing power has not the opportunity to personally judge of the applicant's fitness for an inspector, no appointment should be considered unless the applicant has the endorsement of a respectable number of merchants directly engaged in the business, and appointment should only be made after a full examination upon subjects directly affecting the proposed occupation. Not an examination upon a long list of scholastic matter, but upon the things every inspector should be familiar with; and he should be impressed with the idea that his appointment is a trust which must not be violated. So far as possible, all vacancies should be filled by substitutes or apprentices, who should pass through the same examination as does any other appointee; and promotions to vacancies should be in regular position in the order of their appointment. An applicant should be disqualified because of mental or physical unfitness or dishonest, immoral or disgraceful conduct. No inspector should be removed except for such cause as will promote the efficiency of the service, and after a prescribed term of service they should be honorably retired. No inspector should be allowed to place himself under pecuniary or any other obligation to any person directly or indirectly engaged in the business over which his responsibility extends. Inspectors should be absolutely forbidden to use their influence or devote their time to the furtherance of political affairs, but always allowed to exercise their rights as citizens and cast their votes as they consider best, without influence or the fear of being disturbed in their position; and it should be a misdemeanor for any person to solicit their political support through the positions they occupy.

If these rules were rigidly enforced, it goes without saying that political inspection would soon be a thing of the past. Every intelligent man believes that the main object in establishing state inspection departments is for the distribution of the offices thereby created. To prove that this is true examine the records and employment of each appointee for five years preceding appointment, and then carefully look into their subsequent connection with politics; also investigate the underlying causes for removal from office and the manner of dismissal, and it will be seen that the appointments that are not entirely political are only the exceptions which go to prove the rule.

High officials who make politics a business very naturally consider that all business is politics; hence it is not unreasonable for them, from their standpoint, to expect every man holding a commission from the state to render political service. Whether it be the securing of the nomination of a delegate from his district, or, perhaps under extreme circumstances, using the inspectors to the advantage of some handler of grain in return for a contribution of campaign fat. We do not contend the political inspectors are generally corrupt, but we do believe that there is no reason why they should be less susceptible to improper influence than any other class of political officials not under strict civil service rules.

The stupendous and far-reaching frauds which have been recently unearthed in the U. S. postoffice department, which has heretofore been considered a model of business management and presumably under civil service rules, shows how little confidence can be placed in political management when business matters are entrusted to it. This depart-

ment is under civil service rules, it is true, but a large majority of the officials were classified after their appointment and never put to the test of fitness; and this contortion of civil service rules has retained unfit men in office and kept better ones out, which could not have been the case under the application of competitive tests.

The wrongful acts of an inspector of grain are often difficult for detection, because the graded grain, as a general thing, quickly loses its identity; hence the fear of exposure, which is a powerful influence for correctness in a man of weak moral nature, is removed, and moral weaklings are thus exposed to contamination. It has been often charged, without drawing a denial or explanation, that inspectors have been influenced by grain manipulators to affect markets by tightening-up or relaxing their grading; and while a grade committee may assist by giving improper directions at such times in regard to grading, nevertheless publicity places a limit to their acts and without an easy inspector such plans cannot be carried to a conclusion. It has even been stated that political inspectors have gone into adjoining states and there graded cars of grain for favored individuals, issuing certificates therefor, purporting that the grain so graded was at a certain elevator within their jurisdiction, without even the assurance that the identity of the grain so graded would be preserved until it reached its destination, either at the elevator in question, or elsewhere. The most common complaint is that the grading in and out of public warehouses at times is vastly different. An attempt is sometimes made to explain this by the statement that inspectors do not always know what transpires at the warehouses during their absence, in the night for instance. But this is no excuse, because an inspector with the moral courage necessary to fit him for his position will not tolerate dual grades under any circumstances.

There is a prevalent belief that there is a desire in official circles for some form of inspection under control of the national government; and the attempt to establish national grain standards is generally regarded as preliminary to such an arrangement. It is more than likely that any attempt at national inspection will stimulate all states to enact local laws governing grain inspections; and under the combined pressure of national, and a more general state inspection, commercial interests will devise some plan to escape such schemes and commercial inspection will in the end practically prevail. The man who has money to buy an article can in most cases make terms and conditions, and refuse to buy under unreasonable standards. The producer and dealer, realizing that political inspection is not of benefit to them, will be ready to become a party to any arrangement which will guarantee a profitable marketing of their grain without placing themselves at the mercy of an inexperienced government official. Not until the government establishes storage houses for grain at all points of accumulation can it control inspection or guarantee uniform grading. The establishment of grain standards by the government is therefore likely to always remain a matter of theory. The foreign buyer will doubtless be interested in their appearance and enjoy reading about the "air bath"; but when he makes his purchases he is likely to continue the present method of asking for type samples of the grades at the commencement of every crop year and thereafter buying on the grades. All business is based upon confidence, and the average politician has not yet inspired the confidence necessary to create a desire to entirely entrust this important business to any government, either national or state.

It has been asserted that government interference in this matter will benefit the farmer. The farmer has hosts of friends in congress and in the departments of government, but very little has ever been done for his benefit in proportion to the immensity of his business, and he will derive just as much benefit from the inspection scheme as he has from many other attempts to legislate in his behalf. He will read about the benefits and realize

the disadvantages. If the government should collect the proposed grain samples and establish the standards in the same manner it collects crop reports and makes estimates, the most daring adulterator of grain will be afraid to put grain of the established standard in his mixtures and expect them to be accepted by an intelligent buyer.

Chamber of commerce inspection departments are generally operated under the spirit of civil service principles; but civil service rules should be a part of their code in order to inspire a proper degree of outside confidence. I have at various times examined the working of commercial inspection departments, and the plan of the one which seems to me to be the best and most reliable is so wisely and fairly constructed that although every official is held to strict personal responsibility, the authority is so divided that the department or the inspectors cannot be under the influence of any individual or clique long enough to endanger the interests of any one. In the department referred to, there are grain committees whose duty it is to establish standards and grades when occasion may require, always giving ample public notice of any changes. These committees must at stated times personally examine the grain in all contract warehouses and

ful consideration of the interests of the absent party, whether it be the interior shipper or farmer, or the foreign buyer. By this system civil service is in practice without so much as mentioning the name thereof, and nothing but absolute fitness enters into consideration of the appointment and retention in office of any inspector. To those communities who are burdened with a political system, without even the semblance of civil service rules, we can here point with satisfaction to a system that can afford relief from all the wrongs inflicted by men who owe their positions to political influence and reckon their salaries of more importance than the good name of the community or the advancement of the business from which their livelihood is obtained.

The inspector who is appointed because of political service seldom rises above the idea that it is his duty to serve the interests of his party which has requited him, and that whatever he can do to strengthen the party makes his position stronger. He easily falls into political ingratitude toward his former helpers because he is eager to identify himself with the strongest element of his party and herein he attempts, in a small way, political intrigue, seeking to make his position secure in the

JEFFREY SACK HANDLING MACHINERY.

The accompanying illustrations, Figs. 5 and 6, show a system of sack elevating and conveying machinery furnished by the Jeffrey Manufacturing Company, of Columbus, Ohio, for the Ogilvie Milling Company of Montreal, Canada.

Fig. 5 shows an equipment consisting of a special arm elevator discharging the sacks on to a Century Rubber Belt Conveyor. The elevator is arranged with arms, each having four fingers which pick up the sacks automatically from loading skids below and discharge them into a chute, from which latter they are delivered to the belt conveyor. The elevator lifts the sacks about thirty-five feet and the conveyor carries them a distance of 200 feet. In connection with the latter a specially designed automatic self-propelling tripper, or discharging mechanism, is used. This travels backward and forward, receiving its power from the conveyor belt, and discharges the sacks at any point along the run and at either side of the conveyor.

The system is very complete and efficient, handling several hundred sacks per hour in the cheapest possible manner.

Fig. 6 shows an Automatic Swinging-tray Elevator which is used for elevating and lowering sacks and for discharging them at any floor. The



FIG. 6.—AUTOMATIC SWINGING-TRAY ELEVATOR.

they have the authority to direct any warehouse company to use such means as the committees or inspectors may consider necessary to keep the grain in proper condition and up to grade. The president of the organization and the chairmen of the several grain committees constitute a bureau of inspection, which has general supervision over the inspectors and must place them in certain positions, insuring rotation in their assignment, thereby preventing collusion because of remaining long at any elevator. The board of directors select the inspectors on account of their ability and fix their remuneration. Thus the authority is divided between the board of directors, the bureau of inspection and the grain committees. The two latter have neither power of appointment or removal, and the board of directors cannot interfere with the grading. The inspector's promotion, dismissal, or change of salary is not contingent upon the favor of those who might have more than a general interest in the grading. This control is so well balanced that the violation of just and honest principles is extremely remote and it would require the entire machinery of the organization and all connected with it to make possible the manipulation of grades at the behest of any set of speculators, a practice which has been so often charged in some quarters that it is looked upon as a certainty. Under this system every individual connected with the department, either in an active or advisory capacity, has as a chief incentive the good name of his city and of the commercial organization. The maintenance of this reputation requires care-

future by using it in the present. On the other hand the man who is appointed because of merit and fitness, realizing how the position came to him, will strive to cultivate the qualifications that gave him the appointment and, so to speak, puts himself through a course of moral gymnastics which strengthens his character and ability, thereby making him firmer in his position because his services become more valuable with his personal development.

There is very little encouragement to make an effort for the adoption of civil service principles when it is known that politicians will have the power to amend the rules in order that they may accord with their ideas of regularity, but it is a great confession of weakness on the part of any respectable body of business men to admit that they are incapable of removing many of the abuses complained of. Perhaps they cannot be eradicated at once, but persistent effort will accomplish in time that which requires a revolution to immediately effect. If political inspection must exist, the people can by legislative enactment hedge it about with moral and equitable principles, also prevent every newly elected executive from making places for his loyal supporters to whom he owes his elevation to office, and inspectors can be taught that they are the servants of the state, and especially the branch of trade which they are identified with through their positions, also that their first duty is to the absent party in interest of fealty to the occupant of the gubernatorial mansion or any of his satellites.

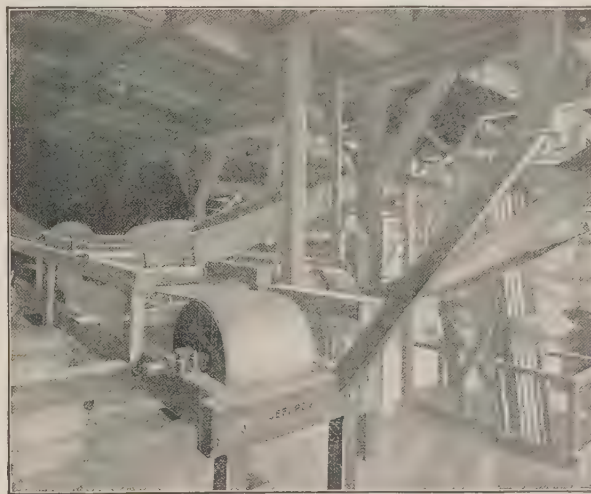


FIG. 5.—SPECIAL ARM CONVEYOR.

principal features of this elevator are the finger trays and the loading and unloading devices. For loading sacks, they are placed on special fingers which are made to register with the fingers, or arms, in the swinging-trays. The latter on coming up from below pass between the loading fingers, lift off the sacks, carry them up over the head-wheels and down on the other side, depositing them on the discharging fingers on any floor where delivery is to be effected. The discharging fingers are made to fold back out of the way so that a load can pass them without being discharged if desired. The elevator can be made reversible so that it will carry on either side, either up or down. It is very compact in its construction, occupying a minimum of space, and is believed to be the most efficient elevator on the market for handling sacks, barrels or boxes where loading and unloading is necessary at different floors.

Parties having similar problems under consideration are invited to communicate with the manufacturers.

The steamer Westmount with 70,000 bushels of wheat, barge Melrose with 50,000 bushels of wheat and barge Selkirk with 50,000 bushels wheat, or 170,000 bushels in all, were discharged by the Montreal Transportation Co.'s elevator at Kingston, Ont., on September 26, in exactly 8½ hours. From the beginning of the discharging until the last pound of grain had been discharged occupied just 10½ hours, but 2 hours of this was used up in shifting, etc. "This," says Inspector Thos. Donnelly, "is the best I have heard of in Canada."

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

Business of Warehousemen Not a Trading or Mercantile Pursuit.

The question was raised, in *re* Pacific Coast Warehouse Company (123 Federal Reporter, 749), where it was clearly shown that the business of the corporation was that of conducting a public warehouse, whether such a business is a trading or mercantile pursuit within the meaning of subdivision "b" or section 4 of the Bankruptcy Act of 1898, which provides that "any corporation engaged principally in manufacturing, trading, printing, publishing, mining, or mercantile pursuits, may be adjudged an involuntary bankrupt."

The conclusion of the United States district court is that the business of a warehouseman is not a "trading" or "mercantile pursuit" within the meaning of the Bankruptcy Act. It says that the fact that, when grain is stored with it, the company issues to the owner a warehouse receipt which when negotiated operates as a transfer of the title to the grain therein described, does not make the business of the company that of a trader or merchant. In the negotiation of the warehouse receipt, it is the owner of the grain who thereby sells and transfers the title to his grain, and not the warehouse company. The company, as warehouseman, is simply the bailee of the grain which is stored with it. Whether congress wisely excluded corporations engaged in business like that of this one from the operation of the Bankruptcy Act, is not for the court to determine.

Side Track Rights Under Statute.

A Washington statute makes the giving of unequal or unreasonable preferences or advantages by a common carrier unlawful, and provides that "every railroad company or other common carrier doing business in this state, which permits any person or persons or company or corporation or any locality in this state to connect a side track with its track or line of transportation for the accommodation of any mine or warehouse or elevator or mill or manufactory, shall accord the same right on the same terms to every other person or company or corporation or co-partnership anywhere on its line in this state soliciting such right or privilege," etc.

In construing this statute, in the case of the Northwestern Warehouse Co. vs. The Oregon Railroad & Navigation Co., the Supreme Court of Washington says (73 Pacific Reporter, 388) that it will be observed that the statute does not charge the railroad company with the absolute duty to permit others to connect side tracks with its track or line of transportation. That duty arises only when it has permitted such connections to be made, in which event it shall accord like facilities to others. It is mandatorily provided that the policy of permitting such connections shall be inaugurated in the first instance; but, if a railroad company shall of its own volition establish such a policy by permitting connections of side tracks to be made, then it shall accord the same right and on the same terms to others who may solicit the privilege.

The evidence in this case did not show that the railroad company had ever permitted any person, company, corporation, or locality in the state to connect a side track with its line of transportation for the accommodation of any warehouse. It did appear, however, that all its accommodations in the way of trackage facilities to warehouses were furnished by way of its own side tracks and connections constructed upon its own land. Under the statute there was, therefore, the court holds, no duty existing to permit persons to connect their side tracks with its line. The warehouse people, however, did not seek to connect their own track; but they asked that the railroad should be required to construct a track leading to their warehouse

which was located upon their own private property; and the court holds that there was nothing in the statute which imposed upon the railroad company the duty to build such a track, adding that if the statute in terms so provided, it would then become necessary to examine into the contention that such a requirement would be in contravention of the terms of the fourteenth amendment of the constitution of the United States, in that it would amount to a taking of private property without due process of law and to a denial of the equal protection of the laws.

Again, it was alleged that at the time the demand for an extension was made an offer in the nature of an alternative was also made in lieu of the extension demanded. The terms of the offer were to the effect that the warehouse people would accept a lease of a stated portion of the railroad company's grounds contiguous to one of its side tracks then existing. The offer was, however, conditioned that, if a lease should be made, it should by its terms provide that they should have "reasonable shipping facilities," and further that the leased premises must extend full width of the company's lands to the northward. But even if the duty arose under the statute for the company to grant a lease because of the existence of leases to other warehousemen upon its lands, still, the court says, what occurred in reference to a lease was a mere offer and not a demand, and the offer was of such an indefinite nature, even if it had been in the form of a demand, that no duty arose to comply with it.

These parties, the court says, had the undoubted commercial and legal right to enter into competition with other warehousemen, but it seemed to be their misfortune that they had built a warehouse so located that they had not the facilities for shipping therefrom which they desired. It did not necessarily follow, however, that they might not be entitled under the statute to the same facilities and upon the same terms that were accorded to other warehousemen, unless it should appear that the same could not be furnished within reasonable conditions. But this action was so brought that the court could not determine what rights they might have in that regard, if any.

FOREIGN COMPLAINTS OF GRADING.

Deputy Consul-General Hanauer at Frankfort, Germany, repeats to the state department the complaints previously cabled from the Continent, as originating in the German newspapers, that purchasers in Germany of American corn find fault with the condition of the corn on its arrival, claiming it is not up to the grade indicated by the inspection certificate upon which it is bought and sold.

Much more weight might be given these alleged complaints if they came from a different source; but what German newspapers say of America, American ways and American products of all sorts is so notoriously unreliable from every point of view as to usually warrant little attention. In this particular matter, although all American export inspection certificates may not always be above suspicion, one is nevertheless encouraged in the view that the complaints are to a degree, at least, foundationless, by an incident in connection with the recent congress of Chambers of Commerce of the British Empire held at Montreal.

During the course of the Congress Mr. Sidney Humphries, an English miller and grain dealer, representing the Bristol Corn Exchange, made the statement that inspection certificates of "Manitoba No. 1 Hard" are practically worthless as indications of the quality of grain sold as of that grade.

This statement brought to light a letter from Samuel Gane, secretary of the Bristol Corn Exchange of August 4 last, addressed to Secretary Bell of the Winnipeg Produce Exchange, in which, commenting on this identical matter, he says:

"I am instructed to inform you that the following resolution has been unanimously adopted: 'That the existing inspection of Manitoba grain is satisfactory to importers here and a protest is hereby

made against seaboard inspection being substituted for Manitoba inspection.'

"I have been unable to get particulars of any cases where Manitoba grain has been imported here under American seaboard certificates of inspection."

It is curious that our Canadian friends, while searching for the "Senegambian in the wood pile," should have failed to observe, when attributing Mr. Humphries' trouble to American inspectors, and particularly to the Philadelphia inspector, the last sentence quoted of Mr. Gane's letter.

The truth is, it is much easier to manufacture complaints than to judiciously establish their fairness; and Mr. Humphries, like our German friends, in all probability, has allowed himself to talk too much without careful preparation in a matter wherein his enthusiasm for Mr. Chamberlain's preferential dogma had apparently unsettled his judgment.

FARMERS AT ST. PAUL.

While the grain dealers were in session at Minneapolis Robert Lindblom and Hamilton White of Chicago held a convention in the office of Gov. Van Sant at St. Paul. They represent the fifty-million-dollar Farmers' Coöperative Exchange, and assisted by eight farmers and an editor succeeded in organizing a state branch of that interesting aggregation, with the following officers: President, C. E. Jackson, Buckman; vice president, J. P. Carey, Glencoe; secretary, J. S. McDonald, Rush City; treasurer, W. S. Wetherstone, West Concord.

The officers were appointed as a special committee to frame a constitution and by-laws.

N. P. INSPECTION AT DULUTH.

Beginning October 1 all grain handled at the head of the lakes by the Northern Pacific Road will be inspected at Duluth instead of at Superior as formerly. The order, issued on September 24 and addressed to shippers, is as follows:

"Effective October 1, the following instructions will govern:

"Any grain for which shippers desire to get the benefit of optional delivery at Duluth, Superior or Nettleton avenue, in Superior, should be consigned to Duluth for orders, and after inspection at that point, reconsigning orders will be accepted for forwarding to mills or elevators on tracks of this company at Duluth, Superior, Nettleton avenue, in Superior, without additional switching charges. Direct consignment to the terminals named is urged when practicable, as any abuse of the reconsigning privileges at Duluth may necessitate its cancellation."

This rule abolishes a switching charge of \$3 per car, the transfer after inspection being made without charge.

COMBINE IN WASHINGTON.

In a local "wrestle" for grain at Garfield, Wash., early September the price of wheat was forced to a point about 4 to 4½ cents above the market price, which induced farmers to unload on the buyers about 35,000 bushels in one day.

A few days later one of the knockers over at Colfax, a few miles to the southwest, discovered a "combination of grain buyers in the Palouse country to hold prices down." "A prominent grain buyer, who positively refused to allow the use of his name," said that such a combination has been made and that no buyer will raise the bid made by any other buyer in the combine.

"I have known for some time that such a combine was in course of formation and the organization has now been completed. To test it, I went to several local agents of different members of the combine and asked for quotations on wheat. Each gave me the same price. I tried at three different shipping points. The result was the same. I asked if the bid might not be advanced for a choice lot of grain and was told by each that the price offered me was lower than the previous day's quotations, although the coast prices had advanced."

Of such stuff is the "yellow journal" made.

OMAHA AS A GRAIN MARKET.

President Stickney of the Chicago Great Western Ry., in an address to the Commercial Club of Omaha explained that one of the objects of the new branch of his road now opened to that city was to "make Omaha a grain market." He admitted "it is a task not easily accomplished and cannot be established in a day. But," he added, "I believe that, by united and intelligent effort, it can be established in a reasonably short time. I believe the time is opportune to begin the undertaking, because as I have before said, I believe the collapse of stock speculations has set free large amounts of capital, and hundreds of capable business men for just such legitimate business enterprises."

President Stickney did not in terms enlighten his hearers as to his plans; he did not even promise an elevator on either side of the river; but Omaha people hope he will both cut rates on grain to Minneapolis and Chicago and build an elevator at Omaha, as his road did in various Iowa towns.

Omaha's obvious position as a way-station in the grain business, handicapped unmercifully by local rates, was later referred to at a Real Estate Exchange luncheon by Nathan V. Merriam, grain dealer, who suggested that when Omaha manufactures grain products she will become a market, and cited Minneapolis, Kansas City, Peoria, etc.

RECIPROCITY IN GRAIN.

"There's a heap of reciprocity in the grain business," writes Uncle Bob (Nash-Wright Co.'s Circular); "in fact, it's all reciprocity. Each party to every trade tries to do the square thing and squeeze a little living profit out of every trade he makes. That's where the necessity for reciprocity comes in strong. You can't deal with a man successfully or satisfactorily if you can't trust him. If you are paying a man for service and it takes all to watch him, the service is costing too much; for it is taking your time and his, too. Such a condition of affairs is bound to make trouble sooner or later. Nobody likes to be watched, least of all those who need watching most."

"It reminds me of a story that Tony Huhn of Minneapolis used to tell; about an experience of his while he lived in the 'old third ward' in Milwaukee. You know the old third ward, years ago was similar in racial complexion to our 'Archy Road.' It was thoroughly and wholly Irish, and naturally therefore, was a strenuous bit of territory. Tony is a German, but he was in such a hopeless minority, and a good fellow too, that he was accepted as one of the boys, because he was born and raised in the ward and he took part in every one of the exciting affairs that occurred in that throbbing district. It seems that there were two husky stevedores, or 'dock-wollopers,' who were sworn enemies, and because both men were very evenly matched, mutual friends suggested that the settlement of the difficulty be given some semblance of regularity. It was proposed to hire a hall, and to pass the hat among the spectators; the proceeds of the collection to defray the necessary expenses—and surplus remaining was to be applied on the hospital bill of the defeated gladiator. Saturday night came, the hall was crowded with enthusiastic partisans of the two principals. The self-appointed master of ceremonies mounted a chair, and opened the meeting announcing that he would act as referee, but that he needed a timekeeper, and that if some gentleman present would loan a timepiece for the occasion, he would appoint 'Slabfoot' Hennessey to 'hold the watch.' 'Digger' Casey was up in the front row; and, as there was blood between him and 'Slabfoot,' he stood up on his chair and sarcastically demanded to know 'Who'd hold Hennessey?'"

"Well," the Judge remarked next morning, as he sent up 'Digger' and 'Slabfoot' for ten days apiece, 'this whole affair seems to be the result of an unfortunate lack of confidence.'

"Confidence plays a mighty important part in business life, and as I intimated before, if your time is worth anything at all it's too valuable to

spend in trying to keep somebody straight who shows an unholy disposition to jump fences and get into the garden patch. That's why I wrote you in my last letter to deal only with people who have a reputation for honesty and integrity. It don't cost any more in the go-off and it's lots more profitable in the long run."

ST. LOUIS RATES.

As this number of the "American Elevator and Grain Trade" goes to press, the Missouri Board of Railroad and Warehouse Commissioners is taking testimony at St. Louis with a view to making a new schedule of maximum railroad rates. Notice to this effect having been given by the Commission early in September, the Merchants' Exchange decided to take advantage of the opportunity to secure a reduction of grain rates from the Missouri river to St. Louis.

Taking the export rate to New Orleans as a basis, St. Louis grain dealers say there has been a discrimination against St. Louis of about 50 per cent; and, besides, that there is great opportunity for rate manipulation in favor of Chicago and other markets, which would be impossible if a much lower maximum rate were authorized. It is to prevent this manipulation and discrimination that a lower rate is urged. The existing rate to St. Louis from Missouri river points is 9 cents per hundred on wheat and 8 cents on other grain. St. Louis dealers have asked for a 3-cent reduction. Such a rate did at one time prevail. Such a reduction, it was claimed, would prevent rate manipulation and would put St. Louis on a proper basis to do business in trans-Missouri river territory, from which it has been practically barred.

SATISFACTORY AGREEMENT PROBABLE.

What threatened to be a deadlock between the cash grain interests of New York and Chicago will probably be amicably adjusted as a result of a recent conference held in the latter city.

Some time ago a number of the larger Chicago cash houses issued a circular to the effect that in future they intended to sell cash grain subject to arbitration by the Chicago Board of Trade in case of disputes. The New York people took up the matter and declared that export grain would only be purchased subject to "New York terms"; in other words all controversy must be adjusted in New York.

In order to settle the matter President Chandler of the Chicago Board of Trade appointed a committee to confer with a similar committee appointed by the New York Produce Exchange. James Pettit, W. H. Merritt and Robert McDougall represented Chicago and Messrs. Parker and Pfarrius looked after New York's interests. The conference was a lengthy one and at its conclusion both sides expressed the belief that an agreement satisfactory to all concerned would be reached.

RULE ON DEMURRAGE.

The Missouri State Board of Railroad Commissioners has made a rule, effective September 20, which affects all roads entering Kansas City, Mo., and which is designed and expected to end the confusion which has occurred recently between the railroads, the shipper and the grain inspection officials. The rule is as follows:

"Whereas, The conditions at present at Kansas City, Mo., in the placing or holding of grain consigned to said city, are such as make it impossible to comply with the Missouri statutes relating to the inspection of grain, thereby imposing excessive and unjust demurrage charges on consignees; it is therefore,

ORDERED, That all grain consigned to Kansas City shall be placed by the railroads carrying the same upon some designated 'hold track,' and consignees duly notified of arrival and location of same; and in all instances when this order is not complied with, demurrage on said car prior to date of inspection of said grain will not be permitted."

FACTS AND FIGURES

The starch factory at Cedar Rapids, Ia., is using 3,000 bushels of corn daily.

New Illinois corn was delivered to the Natrona Farmers' Elevator about September 21-22.

Continuous rains have delayed the bean harvest in western Canada and stocks are closely cleaned up.

Trading in Milwaukee on September 24 reached 35 million bushels, breaking the highest previous record (August 18) by 11 million bushels.

In consequence of a break in the Erie Canal near Amsterdam, N. Y., traffic was tied up for six days, during which time over 230 boats were held.

A farmer residing near McKeeney, Trego county, Kans., has established a new world's record by thrashing 4,071 bushels of wheat between sunrise and sunset.

The arguments in the U. S. Supreme Court at Washington in the case against E. J. Smiley for violation of the Kansas anti-trust law will be made in January, 1904.

The Chicago record for heavily loaded cars of timothy seed was broken on September 26 when Creighton & Co. got a car load containing 755 bags. The average is about 400 bags.

Broom corn prices in Illinois are soaring and the belief is expressed that the price will go to \$125 per ton. Sales in general are in excess of \$100 a ton and in some cases crops have been sold at \$115.

J. W. Sarff, a miller of Pekin, Ill., on October 1 had samples of 60 day corn that was beyond the danger of damage by frost. The corn was planted July 3. Mr. Sarff secures his seed from the northern states.

New corn started to move in Texas about the middle of September, Galveston receiving its first car of new No. 2 on September 19. The state crop this year is estimated on the Government's basis of acreage and condition at 107,000,000 bushels, compared with 45,000,000 bushels last year.

At least one Kansas City grain firm has decided to make the bulk of its shipments through Galveston unless the labor troubles on the river front at New Orleans are speedily settled. The stevedores and other laborers at New Orleans are on a strike and as a consequence vessels are being sent to Galveston to load.

W. P. Adams of Sac County, Iowa, is the kind of farmer that should be dear to the elevator man's heart. He does not believe in reducing the quality of his corn by allowing it to go to market in a dirty condition and therefore screens and fans the corn before selling it. Incidentally he turns the waste into money by feeding it to sheep.

In order to stop shortages, if possible, in grain weights at Ontario terminals, the Toronto Board of Trade has petitioned the government to put official sworn weighers into all public elevators, their services to be paid for by fees or otherwise. It is asked that E. Adamson, government grain inspector at Toronto, be made official weigher for Ontario and empowered to appoint deputies to serve at Point Edward (Sarnia), Owen Sound, Goderich, Meaford, Collingwood, Midland and Parry Sound.

The arbitration committee of the Texas Grain Dealers' Association met at the Oriental Hotel in Dallas on September 29. H. B. Dorsey, Weatherford, secretary of the association, also met with the committee, which is made up of W. O. Bracket, chairman, Sherman; T. M. Sleeper, Waxahachie, and W. W. Andrews, Fort Worth. Several important cases were disposed of. The following grain men were in attendance: C. F. Gribble, Sherman; A. Moseley, Quanah; E. A. Turner, Van Alstyne; H. Sasse, Gatesville; D. H. Thompson, Waxahachie; W. B. Harrison, McKinney; W. W. Majors, Midlothian.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., OCTOBER 15, 1903.

Official Paper of the Illinois Grain Dealers' Association.

MANITOBA GRAIN ACT.

The amended Manitoba grain act is a perfect specimen of demagog law—of that type of enactments, the anticipated results of which will, if the law be persisted in, be exceeded by those not anticipated. All just laws are made to benefit the majority; this act benefits only a minority and disadvantages the majority. In order to please a few disgruntled grain growers who want to ship grain on their own account, the law throws obstacles in the way of the majority who do not so want to ship. For it is evident that the majority of farmers prefer to sell their grain directly to the elevators; yet, the act, by putting the elevator that handles the grain of a hundred growers on a par, and only on a par, with the farmer who ships but his own grain, tends to clog the entire system of moving the grain of the province. Instead of counting the elevator, as the law does, as one shipper, it should be counted as many times a shipper as it has, say, thousands of bushels in store to be moved. For if the fifty farmers, say, who sold their one thousand bushels each to the elevator had elected to ship each on his own account, it would have required fifty cars to move their grain. The grain having gone into an elevator instead, the latter should be regarded as taking the place of fifty individual shippers; and being so regarded, it would be no injustice to other shippers to be compelled to wait their turns as they would have had to do had the fifty shipped as individuals. As it is, the warehouse man is penalized for having furnished elevator facilities to fifty farmers who preferred not to ship on their own accounts, and also the storage room the country is so much in need of. The law is therefore an influence tending to reduce the

country to the condition of one wholly without elevators.

THE CONVENTION.

The Minneapolis convention, as a function, was handicapped by atrocious weather; so that at no time did more than a mere fraction of the grain men who went to Minneapolis attend its sessions, held at some distance from headquarters. The addresses, which were uncommonly able ones, were made, therefore, to empty chairs for the most part. Nevertheless, the event was as important as can be any annual balance sheet; for the showing of the reports was most favorable.

There has been only a small gain in membership, but in a direction to enlarge the revenues; and whereas a few months ago the secretary hinted at a possible call for more revenue by an increase of dues, his report at Minneapolis shows that the revenue is now sufficient without any increase to maintain the present standard of work by the Association and also to warrant pushing out after further reforms. This state of affairs is certainly a source of much gratification to the friends of the Association.

The committee reports in part explain why the Association merits this success. Its work is intelligent and, being sane in matter and method, commands the respect and confidence of the grain trade; and after two years of this kind of endeavor the Association is coming to be the sought instead of a seeker for support. It has become a power in the trade, which can no longer be ignored or sneered at.

It is, therefore, with peculiar pleasure that the AMERICAN ELEVATOR AND GRAIN TRADE, which first publicly called the attention of the members of the National Association to him as the logical secretary of the Association, announces the re-election for 1903-04 of Mr. Stibbens as secretary—the one man *par excellence* to whom the growing influence of the National Association is due; for not only is he a hard and intelligent worker himself, but he has the even greater gift of enlisting equally earnest workers in the service of the Association. So long as this spirit obtains as it now does the Association cannot fail to advance.

A FARMERS' FAILURE.

Some farmers' elevator chickens have come home to roost and from a most unexpected quarter, too; it being announced that the famous coöperative elevator company at Solomon, Kans., has been compelled to levy a 100 per cent assessment to pay debts and save its property. We say "famous," because this company, championed and advertised by "Farmers' Friend" Jas. Butler, has been heralded from one end of the country to the other as the one particular example of the business success and beneficent influence of the farmers' coöperative movement—a model for all future companies formed to fight the elevator trust (so called by coöperative company promoters) and to "eliminate" the country buyer and line companies from the grain business. Its career has extended over about two years; and we are now told that the concern will hereafter attempt to handle nothing but the grain of its own members—that is, it will, if there can be found enough of its shareholders to pay the

assessment and save its elevator. Under the circumstances, one might imagine that the efforts of the Hoffmans at Enterprise to float another farmers' combination will have rather hard sledding in the Sunflower state, even if the son of the house does succeed in breaking into the Kansas City Board of Trade to act as its agent there.

BILLS OF LADING.

Hay shippers are not the only patrons of railways who pay little attention to the condition and form of bills of lading accepted by them for valuable products entrusted to railway care for transportation. One may therefore be permitted to recall to the reader's attention the warning of Mr. John B. Daish of Washington (see September issue of this paper, p. 125) against such loose methods of doing business. As a lawyer, Mr. Daish appreciates the possibilities of irregularities in the form of documents of so much value.

It is so much easier to make and to accept sloppily executed documents than perfect ones, that shippers are accustomed to accept what they are offered and to expect nothing better. But they are entitled to receive a bill of lading legibly written and properly executed by the agent of the carrier; and considering the amounts of money that may be involved, shippers ought to demand documents that are correct in form and description. Much annoyance to shippers, bankers and receivers would be prevented and loss saved by so doing.

THE CHIEF INSPECTORS.

With the adoption at Minneapolis of the spring wheat standards, the Chief Grain Inspectors' National Association has, for the moment, come to the end of its labors, having completed the line of recommended standards; and it now waits the pleasure of the exchanges, in whose hands the question of uniformity of grain grading rests. It is for the exchanges to indorse or ignore the suggestions of the inspectors by the adoption or rejection of their standards.

It is fashionable in most markets to "jump onto" the inspectors; yet, even at the risk of being dubbed "queer," one might hint that a personal acquaintance with them at closer range might remove any suspicion that grain inspectors are necessarily "bad men." Closer acquaintance might indeed even encourage a belief in their personal integrity and generic disposition to deserve well of the grain trade.

Is this trade disposition to cuss the inspectors to be launched against their recommendation of uniform grading also? It looks so now; yet there is good reason to believe this would be a mistake. Local selfishness of markets will not always dominate the standards; and seeing, as the inspectors do, the menace of federal interference with this important function of the exchanges, the inspection, they have pointed out the way to uniformity of grading of the same grain in all markets. If the exchanges will now, as they ought to do, meet together and agree to accept, with or without modifications, those standards, which in no way conflict with distinctly local requirements of grading, the inspectors will be able to put the standards into force, and thus at once remove one of, if not the only, valid argument for federal inspection—the

unifying of the tenor of export certificates of grade, thus guaranteeing abroad the quality and integrity of export grain, no matter where it may have originated in this country. This may be worth more in the near future than it may seem by the export trade to be worth now.

WHAT TO DO.

The fiasco of the coöperative farmers' company of Solomon, Kans., which has sunk its entire capital twice over in about two years, ought to encourage regular dealers having like competition to bide their time. It is a safe proposition that all such companies will break if they are given the opportunity and time. The most successful campaign against them, then, is of the Fabian type: wait and let them alone. Don't crowd war upon them; don't lose your temper or your patience. If they do business "for cost," as they put it, they will never figure cost high enough and will break when the capital is exhausted; farmers' companies are of the "limited" type and never pay assessments. If they do business on a margin to make money, the margin is never quite wide enough to suit them; and as no one elevator can anywhere become popular enough to take all the grain, the opposition will get its share and will share in a good big margin, too—much wider than the regular dealer ordinarily has the courage to take. Besides making good money by being in touch with the coöperatives, when the fatal day of "bust" arrives the farmers will have no occasion to find fault with anyone but their own managers. Use diplomacy, and remember that good nature in this sort of a game pays the highest of dividends.

SPECULATIVE GOLD BRICKS.

"While I do not anticipate that the public will heed the warning," says John Hill, Jr., in the opening sentence of his "Gold Bricks of Speculation," now running as a serial in the New York Commercial, "I believe that an exposé, such as I am in a position to make, may have the effect to at least arouse the postoffice authorities and the press to a realizing sense of their duties in the premises."

This is encouraging—or was at the time it was written, prior to September 21, 1903; that is, before Judge Shiras of the United States Circuit Court of Appeals at St. Paul announced the doctrine that the Chicago Board of Trade is a bucket-shop and before the same court at St. Louis declared the Christie Commission Company is a concern of such character that the telegraph companies as common carriers cannot discriminate against it by refusing to deliver it the Board's quotations.

It seems like a work of supererogation for Mr. Hill to devote his time and effort to trying to convince the postoffice, the general public and the press of the iniquity of the bucket-shop and get-rich-quick schemes so long as he and the Board's attorneys are unable to differentiate a bucket-shop from a public exchange, and all that the difference implies, in the minds of members of the various branches of the United States Circuit Court of Appeals—but one step below the Supreme Court of the United States.

The crusade of the Board and Mr. Hill against "counterfeited speculation" may not be

hopeless—there is still one court to appeal to; but in the light of these latest rulings it certainly does look desperately as though the gamblers might win out in the end.

AN EDUCATIONAL INFLUENCE.

The paper of Mr. Scofield on the scientific method of inspecting and grading grain was listened to eagerly by the convention. Theoretically, it is undoubtedly perfect; but the inspector would reply that for his use, in handling vast quantities of grain, it is impracticable. Inspectors are naturally autocratic and dogmatic—their business makes them so. But let us agree they are right as regards Mr. Scofield's method.

Still the method has a distinct educational value, even to inspectors. If working inspectors are able (and it is admitted they are) to educate their opinion of the quantity of moisture contained in grain by testing their verdicts, arrived at by touch, by means of Mr. Scofield's apparatus for ascertaining the absolute moisture percentage, they ought to similarly to educate their judgment of impurity percentages by Mr. Scofield's or Mr. Stevens's mechanical methods. A guess alone is but a guess; a guess verified by a reasonably scientific test is educated judgment; and the inspector's judgment must be good or he is worse than useless.

But Mr. Scofield's method is still further useful in educating the farmer to grade his grain—if he has the disposition. Introduced, as it undoubtedly will be, into the grain-judging classes of the agricultural colleges, the method will appeal directly to those who grow and market the grain and upon whom must first fall the duty of improving the quality and grading of all grain.

And long after the farmer shall have been educated to and shall habitually market sound, clean grain, some benign influence may perhaps affect the terminal mixer to like disposition to give the consumer some chance to have delivered what he buys. Then the grain millennium will be here. But, meantime, it ought to be a strenuous pleasure to strive to reach that consummation.

MR. CHAMBERLAIN'S TARIFF.

Mr. Chamberlain has at last shown his hand and discovered the program of his tariff propaganda in Great Britain. Selecting Glasgow, the home of Adam Smith, whose "Wealth of Nations" was so powerful an influence in the promotion of freedom of trade, in which to make the opening speech of his campaign, he laid aside all disguise, and, while disclaiming any apprehension of a sudden catastrophe, declared he nevertheless saw signs of decay of British trade, although the business of 1902 was nearly as good as that of 1900, when the export trade was the largest ever known. But proportionally British exports have declined, he said, except to the colonies: Canada, Australia and South Africa taking a larger amount per capita than the United States. While these colonies are now protective countries, Mr. Chamberlain hopes by his plan of preference to secure the trade of the colonies now, when their tariffs are moderate, and thus anticipate the wall of the higher tariffs which may be expected twenty years hence, when, he

said, the colonial protective system shall have fully developed itself.

Coming now to details, he proposes a tariff of 2s. per quarter (6c. per bushel) on foreign wheat, but no duty on that from the colonies; also a tax on flour—"to reestablish (sic) one of the country's ancient industries"; also a small tax on foreign meats (bacon excepted) and on dairy products, with a colonial preference on wines and fruits; evening up for the consumer by a reduction of 75 per cent of the tea and 50 per cent of the sugar taxes, as well as that on coffee. This program would involve, he said, a small loss to the treasury to be made up by a 10 per cent tax on manufactured goods.

In other words, Mr. Chamberlain advocates a fiscal revolution in Great Britain; for it is only the thinnest of specious arguments to deny that if Mr. Chamberlain succeeds, British free trade is at an end, however moderate the scope of his proposed taxes. To Americans the situation is most interesting, to say the least, being, as it is, the first distinct movement to close in our faces the doors of our best customer for agricultural products—a loss of trade the country could ill afford.

FOR RECIPROCITY WITH CANADA.

The Minneapolis convention was wiser than the Millers' Federation at Detroit in June. The latter body addressed its appeal for reciprocity to the President; the grain dealers went also directly after the only men who ratify reciprocity treaties—the senate, which now "holds up" several treaties of reciprocity whose ratification would benefit American farmers in several ways.

It has been before suggested in these columns that a quicker way than by a reciprocity treaty to secure the free admission of Canadian wheat would be for the United States to repeal its duty without reference to Canada's action; but probably the conservatism that made the convention ask for the abolition of the wheat duty only in the event of Canada's making an equal concession on other products, would prevent any such step as the one suggested, desirable as independent action might seem to be.

The convention's resolutions favoring reciprocity are typical of American public opinion, however. "Tariff reform" and "revenue reduction" by reducing the tariff have few proponents in these days. In a general election neither proposition would get more than a "corporal's guard" of votes; but it is morally certain the proposition of "reciprocity"—the principle of tariff reduction by treaty—would be endorsed from one end of the country to the other—Pennsylvania being omitted from the count. But so stubbornly has the senate resisted and defeated all previous attempts to moderate the tariff by treaty, it seems now almost a hopeless task to strive further in that direction, especially as the benefits of reciprocal concessions by Canada and the United States would affect almost every branch of business in both countries.

The senate is pachydermatous; but it is not impossible that its hide may be punctured if the people "keep everlastingly at it," demanding what they want—even to the extent of a reciprocity treaty with Canada with free wheat as a basis.

EDITORIAL MENTION

Baltimore's weighing charges have been increased to 20c per car.

You can now trade on the St. Louis Merchants' Exchange in 1,000-bu. lots.

They are certainly very bullish on wheat in Minneapolis, notwithstanding all the experts except Jones are increasing the yield—on paper.

Inspector Bidwill agreed at Minneapolis to give a "darned good bat" to anyone who could prove his office run "on the queer." Now, "don't come ahead of the pole horse."

The statistician's crop reports may be bearish and, therefore, bad, habitually; but perhaps the critics will tell him how to do better and still keep within what he believes it to be truth.

Fifteen new members of the National Association from the receivers within forty-eight hours after the Minneapolis convention, starts off the new fiscal year with becoming *eclat*.

The grain exchanges of the country would do well to keep an eye out for legislative eccentricities like the late McCumber inspection bill, which is liable to come out of its congressional pigeon-hole again.

John B. Daish of Washington, general counsel for the National Hay Association, is joint author with E. Richard Shipp of a new work on "Common Law Pleading," published by Callaghan & Co., Chicago.

The regular fall meeting of the Ohio Grain Dealers' Association will be held at Columbus on Friday, October 20, at 10 o'clock a. m. sharp. Luncheon at the Chittenden at noon; adjournment in time for evening trains.

British imports for September were the highest on record. Of course there is "no appearance of a collapse" of trade; but Mr. Chamberlain's far-seeing eye (*a la* the American type of windy politician) has caught signs of an approaching "decline."

The New Orleans Board of Trade will soon trade in grain futures, no less than 600 persons having taken memberships at \$100 each. Subsequent memberships will not be sold for less than \$125 to \$150. The absence of a cash grain market in the Crescent City does not seem to discourage the speculative enthusiasm of the board.

The Minneapolis Independent Grain and Stock Exchange on September 14 turned over to the Chamber of Commerce eight carloads of wheat consigned to its members to be sold. All sorts of rumors about the "relations" of the two bodies, as indicated by this deal, filled the newspapers of the 15th; but the truth probably is the Independents had made no provision for handling "white elephants," and made haste to unload the stuff where it could be sold and

where some one could be found who could "take away the wheats."

The statement going the rounds of the press that the Agricultural Department is about to announce new standards for the uniform grading of grain is denied by that department; and Mr. Scofield writes us that, "I do not think anything of the kind is contemplated."

Neither the Kansas City Board of Trade nor the Nebraska Grain Dealers' Association are members of the National Association; but their representatives at Minneapolis met with a hearty welcome on all sides; and it's not too late to get into the band wagon yet.

The news comes from Philadelphia, the home of E. L. Rogers, member of the National Hay Association's committee on arbitration rules and regulations, that that body is about to report to the said association a set of rules based upon the principle of compulsory arbitration.

Superior says the cleaning houses up there are "looking forward to a busy season when the rush of grain starts." Certainly; and the mixer ditto. But what would happen to both if the farmers and independent elevators had sense enough to run cleaners at home and feed the screenings to sheep and poultry?

J. J. Quinn, recently with the Great Western Elevator Company, Minneapolis, has been appointed secretary of the South Minnesota and South Dakota Grain Dealers' Association, O. T. Huyck having been ordered by his physician to resign on account of his health. Mr. Quinn's office will be in Minneapolis.

Before making any fires in and around the elevator this fall, make an examination of the premises to see that chimneys are in good repair and free from accumulations of dust and dirt. It would not hurt anything if the entire elevator were cleared of dust, even if there is no provision for making fires in the house. If the house is clean, accidental fires are less likely to occur.

The government and the rest of the bears are hammering corn, which still needs good weather to dry out. But whether he is a bear or a rampant bull, the country grain man should use every endeavor from now on to have the farmers take care of their corn; crib it as soon as fit in good cribs, and handle it as corn should be and not like pig iron or rubble stone. Some farmers take better care of their cord wood than they do of their corn.

One of the flimsiest of the campaign lies used in the fight against the enlarged Erie Canal is the one originated by the New York *Sun* and parroted by lesser newspaper luminaries, that the elevator owners of Buffalo (the elevator "trust," so called) are booming the big canal for their own benefit. The fact is the elevators in Buffalo are the property of railway companies to the extent of five-sixths of their number and nine-tenths of their capacity, while the railway and steamship lines own such elevators as still exist in New York City. People in New York state ought to know by this

time that the *Sun*, at least, is toting pretty heavily for the railroad elevator interests in the canal fight, and do their thinking on that basis.

The Wisconsin Grain Shippers' Protective Association, recently organized on national lines at Milwaukee, has abandoned its organization, the members having joined the Grain Dealers' National Association, whose trade rules have been amended at their suggestion to cover all points the Milwaukee people felt needed strengthening. This action is quite in line with the suggestion made in these columns and will certainly prove of mutual benefit.

These young grain buyers are pretty much all like the refreshing Bella Wilfer—"high-flyers for fashion;" but the *hoi polloi* of the trade must take off their hats to the young Kansan, of whom the admiring local editor says: "Mr. E——r, our new grain dealer at this place, is doing quite well; and when he dresses after his day's work is done, we can but feel we have a city-bred business man on our streets; besides, he is well-behaved." Now don't all start for Kansas, you fellows.

The New York Produce Exchange has adopted a rule to the effect that—

Grain may be inspected as "new crop" and same noted in the certificate if of a newly harvested crop, provided such grain conforms to the existing standard of grain in all particulars and contains not under 80 per cent of new wheat.

It may be said in explanation that wheat has been going forward as "new crop" that has been hopelessly mixed with old grain, and vice versa, in such quantity that the rule became an urgent necessity.

The Illinois R. R. and W. Commission at a meeting held on October 7, notified the St. Louis Merchants' Exchange that the weighing bureau's men would all be ousted from the elevators in East St. Louis, and it is hinted the Missouri Commission will later take similar action. In both events, the bureau's weighers will remain at their posts until forcibly ejected. Messrs. Neville and French, who "boss" the Illinois Commission, may think this good politics, but we doubt it. At any rate, it's mighty bad business, and they ought to know it.

The Cleage episode at St. Louis will proceed this month to drag itself through the courts at the instance of creditors who are trying to "settle up" with a man who admits that he can't tell within \$100,000 what he has paid to brokers or within \$500,000 of what his losses were in a single deal (December corn, 1902). Evidently the man kept no books nor otherwise preserved such records of his business as common prudence, much less justice to his thousands of associates, should dictate. How his creditors will fare remains to be seen; but the experience in the year past of confiding speculators and investors with Mr. Cleage ought to warn the St. Louis Merchants' Exchange that the good name of the grain exchanges of the country is directly involved by the Cleage sort of "syndicates" trading. The form of his campaign may have been entirely regular technically; but it is very apparent that the purpose was nothing more nor less than a vulgar gamble, and

such has been its moral aspect before the public. The exchanges cannot afford to encourage that sort of trading, no matter how profitable it may be to individual brokers for the time being. Standing as they do in the lime light of a public opinion not any too favorable at best, they should resolutely avoid every appearance of evil intentions or communications.

It is announced from New York that the lines east of the Missouri have combined "to protect American industries" from the effects of cheap rates on imports. This is quite touching—that after all these years they have discovered that a low rate from London to Kansas City, say, might injure the London shipper's competitor in the East. Incidentally, it was said also that grain rates might be adjusted. Just so; when all else peters out, the rate experts take a fall out of grain rates.

"We caution shippers about paying too much for the poor lots of seed. Think it best to buy none as No. 2 unless you are positive that it is No. 2. You can find this out by sending sample; buy it as No. 3, rejected or N. E. G., and base your price to the farmer on what those grades are selling for at Toledo," says Zahm's Red Letter. Seed runs into money so fast this advice is quite apropos; but the principle of using due diligence in grading grain before buying it is pertinent at any time.

The samples of local grain standards as furnished by the chief inspectors for the edification at Minneapolis of grain shippers were rather more interesting in some cases than instructive. Most of the inspectors doubtless sent samples "out of stock;" but Eastern receivers wondered where Chicago's contract samples came from—certainly, they said, "We never see such stuff from Chicago down East on contract grain certificates." Maybe they were the kind of stuff that is inspected "into store" here as contract; some of that is mighty good, don't you know.

The arbitrary increase of elevator charges at the Canadian lake front, giving the companies a rich rake off from the insurance of grain (placed as a blanket policy and charged to individuals at the short rate) has not increased the good nature of Canadian shippers; but it ought to be an effective reply to those shippers who worship at the shrine of "Be-it-enacted," who would have required by law the elevators to do this very thing, against which they so loudly now complain. It is the old story of the biter bitten; and must have surprised some of those people who had expected to pluck the elevators by a clever legal process, the real import of which they had not fully thought out.

Although discredited by the commentators as a bearish report, the government's October report on corn, putting the condition at 80.8, is the only authoritative pronouncement on corn. It means a crop in the neighborhood of 200 million bushels, a large part of which will assuredly be of doubtful condition. The driers will have lots to do; and will make their usual handsome profits. Those who attempt to market any of the new crop before next May or June must expect to dispose of it as No. 3 or

poorer. No corn grown this side of Texas will grade above No. 3 at best on account of moisture, in spite of some very favorable weather. Elevator men ought to understand this and probably do; but they should promptly impress upon the minds of their farmer friends who shell in winter, when there is nothing else for the hands to do, that all such corn is going to sell at a discount. This course will anticipate much discontent.

Another Cook County justice, L. T. Goe, in Morgan Park, has achieved at least local favor by the discharge of two men charged with stealing grain from loaded cars standing in the Rock Island yards. Chief of Police Airey of Morgan Park testified in positive terms that he caught the men in the act of throwing sacks of grain from the cars; and yet the justice, as the press accounts say, had the adamant nerve to give it as his official opinion that—

"I cannot hold these men on the evidence here presented. We all know these people get grain out of those cars, but the value is so slight—in this case not more than 15 or 20 cents. The defendants are discharged."

And then the 300 spectators of the trial cheered, and carried off the rescued thieves to hold a congratulatory reception at their homes. It is to be hoped the police will not relax their vigilance at the yards, for they may catch a justice one of these days.

While ocean freights via the Atlantic pond are remarkably low, those to Europe via the Pacific are still lower. The latter circumstance is explained by the fact that that coast is favored by the appearance of many French sailing craft, to which their government pays a liberal mileage bounty. Finding no cargos in French waters, home or colonial, they go to our north Pacific Coast to pick up cargos of wheat to English ports; and thus we have the phenomena, hardly interesting, one should say, from a French taxpayer's point of view, of the French government taxing its people to pay bounties to ships to haul grain and other commodities between the United States and Europe for less than cost. In spite of these low rates, which are likely to continue and have knocked the preferred stock of Mr. Morgan's shipping merger down from 70 to 30 and the common to 10 from 20, we shall no doubt have the shipping interest mendicants at the treasury doors when congress meets again next winter.

Without attempting to excuse any terminal market for neglect of duty at its scales, it is not unfair to say that this weight question is up to the country shippers. The latter (that is, many of them) are notoriously so slack in other details of their business that it is stretching credulity to ask us to believe they are always correct in the statements they make of their starting weights. Not that they misrepresent deliberately; but experience has not yet taught all of them that they are no exceptions to the rule that if they load in crippled cars they must expect their weights to show a shortage at the terminal. Nor is it impossible that their own hopper scale may be so out of condition as to falsify the weights, just as innumerable wagon scales have been found out of line when examined by experts. Country shippers owe it to

the faithful men at the terminals, who are trying as best they can, sparing neither time, trouble or money to make their weights right, to know positively that their own statements as to car weights are accurate. They should also carefully notify their receivers of the weights claimed before they get their "account of sales" and not afterwards. Hold up your end, Mr. Country Shipper, and you will find not a single market in this country that won't turn to give you a lift when necessary.

The Inspectors' Association have again prevailed on Capt. John O. Foering of Philadelphia, although not an acting grain inspector, to give the Association and the grain trade of the country the benefit of his long experience as a chief inspector of an unparalleled record by acting as its president. The Grain Dealers' Association, while condemning any proposition by the federal government to interfere in the inspection, wholly ignored the proposition presented by the Chief Inspectors upon the uniformity question. Great reforms move slowly, and this is one of the slow-going kind. The Inspectors, fortunately, are not of the quitter type; and in the absence of any other encouragement, it is not improbable that under the guidance of Capt. Foering, whose experience with export grain has been of the broadest character, a tentative movement toward uniformity may be commenced by uniting the Atlantic ports on a uniform export proposition. It would, indeed, be gratifying to the many friends of Capt. Foering to see ultimately his long career as an acting inspector crowned by his success during his retirement, so to say, in the consummation of this reform, to which he has devoted so much thought, time and personal expense.

The people of New York state will vote early in November on the proposition to expend \$101,000,000 to enlarge the Erie and Oswego canals to a bottom width of 75 feet and a depth of 12 feet to carry boats 120 feet long, 25 feet wide and 10 feet deep—a 1,000-ton (33,000-bu.) barge, so called, with incidental improvement on a lesser scale of the Champlain canal. New York City urges this improvement as the only means of reviving its declining (relatively) grain trade; but even in canal towns like Rochester and Syracuse, as well as among the farmers, there is a strong opposition to the expenditure, much the larger part of which would be paid by New York City. Of course the West is an interested spectator only of this campaign. With the Canadian canal routes open without tolls, the grain of the Northwest has had exceptionally low rates this season, while that of the central Mississippi Valley and the Southwest has found cheap outlets at the Gulf ports; so that the influence of the Erie canal on through routes is of more importance to New Yorkers than to anyone else. At this moment, barring Canadian and Gulf competition, the roads east of Buffalo practically control the movement of the grain east of that city and take what they can make the traffic pay; and it is only a question of time when, deprived of the canal influence on rates and routes, New York must lose a still greater absolute portion of the grain traffic.

TRADE NOTES

Henderson & Friedline, elevator builders, formerly located at Chicago, have removed to Lafayette, Ind.

F. M. Smith, general western representative of the Huntley Manufacturing Company of Silver Creek, N. Y., left Chicago October 1 on a six weeks' trip among the rice mills of the South.

The Kansas Grain Co. of Hutchinson, Kans., and the Omaha Elevator Co. of Omaha, Nebr., have installed large Hess Driers, furnished by the Hess Warming and Ventilating Co. of Chicago, and are in a position to take care of large quantities of soft grain sure to come their way this winter.

The Whitman Manufacturing Company of Garwood, N. J., makers of the Whitman B. & C. Friction Clutch Pulleys and Friction Cut-Off Couplings, have just issued catalogue C, a handy little booklet giving full information about these specialties. Copies of this catalogue may be had on application to the company.

The Huntley Manufacturing Company of Silver Creek, N. Y., are finding it necessary to operate their large shops full time in order to keep pace with the demand for Monitor grain cleaning machinery. During June, July, and August, usually quiet months, a great many inquiries were received, resulting in more than the usual percentage of orders.

Power and Transmission, the excellent little magazine published in the interest of the Dodge Manufacturing Company, Mishawaka, Ind., has been changed from a quarterly to a monthly and appears in a new and attractive dress. This paper, while following the lines of a house organ, is ably and carefully edited and covers a wide range of subjects of interest to the engineer and power user.

A new grain car loader, the invention of Guy Benedict and William Anders, is in operation at the Updike Grain Co.'s elevator in Creighton, Nebr. The device is described as being simple in construction, consisting of four fans inclosed in a wooden structure with a pipe protruding directly under the loading spout. When the machinery is in operation the grain is carried into the car by air currents. It is claimed that the loader will fill a car quickly and perfectly.

Architects and builders are coming to realize the importance of protecting steel structural work and many of the foremost men in the trade consider Dixon's Silica-Graphite Paint the best for this purpose. It is not surprising, therefore, to learn that the steel work of the new Hotel Jefferson in St. Louis is protected by this paint. Some of the leading elevator companies are using this paint to protect the metal covering of their houses and find that it gives general satisfaction.

The S. Howes Company of Silver Creek, N. Y., manufacturers of the well known line of "Eureka" grain cleaners, state they are meeting with great success with their "Eureka" Wheat Washing and Drying System. By the use of this system the worst samples of smutty wheat can, it is claimed, be put in prime condition, removing all traces of smut. A large number of these systems have been in operation for several years in some of the largest and most progressive elevators and mills in this country and the manufacturers are continually receiving orders for them. Reports of recent sales of complete systems are to the Tacoma Grain Co., Tacoma, Wash., washing and drying system of 400 bushels' capacity per hour; W. H. Stokes Milling Co., Watertown, S. D., a system of 150 bushels' capacity per hour. In addition to complete wheat washing and drying systems many "Eureka" Dryers have been sold for drying nearly all classes of grain. During the past season several "Eureka" Dryers were purchased by large elevator firms for drying corn, producing the most satisfactory results, thus enabling the users to handle with safety corn in all conditions. On account of the late maturity of

the corn crop this season it is reasonably certain that a great deal of damp corn will be on the market, and elevator men and millers of corn are looking about for a means of handling the crop with safety. The S. Howes Company report many inquiries for their Dryers with the prospect of a large number of sales, inasmuch as their Dryers have large capacity and have demonstrated their efficiency and economy in operation. Parties interested in the adoption of a dryer or a washing and drying system are invited to correspond with the manufacturers, The S. Howes Company, Silver Creek, N. Y.

The statement of the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, issued on October 1, shows that the financial condition of the company is all that could be desired. The balance sheet reads as follows: Assets—First mortgage loan on real estate \$5,500.00, collateral loans \$3,500.00, cash on hand and in bank \$11,787.76, uncollected cash premiums \$688.38, assessments in process of collection \$149.31, interest accrued \$275.11, total cash assets \$21,902.56, premium notes, net value \$241,689.69, total gross assets \$263,592.25. Liabilities—Losses adjusted none, losses reported none, losses resisted none, unearned premium (50 per cent) on cash policies \$608.77, surplus to policy holders \$262,983.48. The face value of notes held by the company is \$282,455.29.

COMMISSION

The Weare Grain Co. of Chicago has been reorganized with A. P. Blakeslee as president.

Boyd & Hobson succeed the grain and hay commission firm of A. E. Leslie & Co. at Pueblo, Colo.

The Chicago grain commission house of Rogers, Bacon & Co. has changed its name to Rogers Grain Co.

Montague & Co., grain commission, at Chicago, have increased their capital stock from \$25,000 to \$40,000.

The Chicago, New York and St. Louis grain commission firm of Gillett & Denniston has opened offices at Milwaukee.

Benjamin B. Bryan of the Chicago grain commission house of Logan & Bryan, has returned after a two months' absence abroad.

The hay, grain and seed commission firm of Strauss & Joseph at Cleveland, Ohio, has been succeeded by H. M. Strauss & Co., Mr. Joseph having retired.

The Calumet-Milwaukee Co. of Chicago has changed its name to Calumet Grain Commission Co. and increased its capital stock from \$5,000 to \$10,000.

Sam R. Parke, recently handling the Weare Grain Co.'s wire at Creston, Iowa, has located at La Salle, Ill., where he is taking care of the business in that city for Gillett & Denniston of Chicago.

S. T. Welch of Duluth, Minn., formerly with B. E. Baker, and lately with the Smith-Baker Co., is now head of the new grain commission firm of S. T. Welch & Co., who has opened offices at Duluth.

Charles H. Klein, for a number of years a trader in the wheat pit for Logan & Bryan of Chicago, has severed his connection with that firm to accept a similar position with Floyd Crawford & Co., Chicago.

The Cincinnati Commission Co. has been chartered at Pana, Ill., with a capital of \$25,000, to deal in grain, hay and farm produce. The incorporators are: John V. Metzger, G. F. Barrett and George Ritscher.

A new concern has been incorporated at Cedar Rapids, Iowa, under the style of Ward, Barnes, Wilder & Co., with a capital of \$25,000, to deal in grain, stocks, bonds and provisions in Iowa, Illinois, Wisconsin, Nebraska, and New York. The officers are as follows: President, William E. Ward, Omaha, Nebr.; vice-president, S. W. Wilder, Cedar

Rapids, Iowa, and secretary and treasurer, G. E. Barnes, Omaha, Nebr.

Charles G. Smith, the New York member of the firm of Counselman & Co. of Chicago, has withdrawn from the partnership. The business is now in the hands of Charles Counselman and Henry D. Sturtevant.

Rollin E. Smith, recently managing editor of the Commercial West at Minneapolis, has gone into the grain commission business as Rollin E. Smith & Co. He will represent Richardson & Co., of Chicago and Minneapolis.

The H. H. Intemann Co. has been incorporated at Brooklyn, N. Y., to deal in grain, hay and provisions, with a capital stock of \$1,000. The directors are: Hattie S. Intemann, W. F. Intemann, and W. H. Intemann.

C. R. Green, formerly representative at Sheldon, Iowa, for the Spencer Grain Co. of Minneapolis, has taken a position to travel for E. P. Bacon & Co., of Milwaukee, in Western Iowa, Southwestern Minnesota and South Dakota.

William S. Warren, ex-president of the Chicago Board of Trade, returned to the floor of the exchange on September 29. Mr. Warren recently returned from a trip abroad and his absence from the floor was the longest in many years.

Adolph J. Lichtstern & Co. is the name of a new Chicago Board of Trade commission house who commenced doing business on 'Change September 18. The firm is composed of A. J. Lichtstern and James L. Rynerson, with offices in the Rookery building.

F. M. Murphy & Co. have discontinued their Chicago wire and given up their office in the Board of Trade building at Indianapolis. Five of the firm's elevators were sold some time ago and the other four elevators are operated by other parties. Mr. Murphy still retains his interest in the last mentioned houses.

The Carr Grain & Elevator Co. has been chartered at St. Louis, with a capital stock of \$10,000, to deal in grain of all kinds, and do a general brokerage business. The incorporators and the amount of stock held by each are as follows: J. P. Carr, 40 shares; Carroll Judson Holloway, 30 shares, and Thomas B. Leonard, 30 shares.

The F. Kraus Co. has been incorporated at Milwaukee, to succeed the firm of F. Kraus & Co. in the grain commission business. The company is capitalized at \$50,000, and Robert Nunnemacher, William Sawyer and August W. Goetz are the incorporators. Any changes in the management depend upon the future health of Mr. Kraus, who is confined to his home by illness.

The Hinds & Lint Grain Co. of Atchison, Kans., has incorporated with a capital stock of \$50,000. The company has grain elevators at present at Stella, Nebr., and Frankfort, Kans., and will build a transfer house of 50,000 bushels' capacity at Atchison. F. P. Lint, who has long been associated with the Greenleaf-Baker Grain Co., is secretary-treasurer of the new company.

Grain inspectors at Toronto have discovered recently that quite a number of cars of wheat, shipped from outside points have been "dogged," as they say in Canada; that is "plugged." A number of the "dogged" cars were graded, rejected and the chief grain inspector gave notice that hereafter cars found in that condition would be confiscated.

A recent report from Minneapolis states that a serious seed corn famine threatens the farmers of Minnesota and other northwestern states. Owing to the cold wet season northwestern corn has not matured and as the best seed for this district should come from varieties already acclimated, the source of next season's supply is problematical. The situation is somewhat further complicated by the fact that many fields were planted this year with poor seed, which, even if it germinated and matured grain, furnishes seed of a low quality. The Minnesota University Experiment Station has issued a bulletin calling attention to the above facts and urging corn raisers to take prompt and thorough precautions in the selection and preparation of seed corn for next year's planting.

EXPORTS FROM ATLANTIC PORTS.

The export of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending Oct. 10, 1903, as compared with same weeks last year, have been as follows:

Articles.	For week ending Oct. 10 O. T. 11.		For week ending Oct. 3. Oct. 4.	
	1903.	1902.	1903.	1902.
Wheat, bushels.....	1,104,000	2,388,000	2,137,000	3,635,000
Corn, bushels.....	1,458,000	190,000	1,092,000	134,000
Oats, bushels.....	54,000	368,000	78,000	442,000
Rye, bushels.....	11,000	56,000	41,000	381,000
Barley, bushels.....	9,000	23,000	26,000
Flour, bbls.....	302,600	352,400	365,200	318,400

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, Oct. 10 1903, as compiled by George F. Stonz, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore	779,000	464,000	172,000	71,000	1,000
Boston	159,000	110,000	94,000		
Buffalo	982,000	1,274,000	518,000	34,000	198,000
do. afloat					
Chicago	2,428,000	1,718,000	867,000	451,000	
do. afloat					
Detroit	57,000	126,000	217,000	55,000	2,000
do. afloat					
Duluth	1,470,000	1,000	307,000	101,000	1,492,000
do. afloat					
Fort William	770,000				
do. afloat					
Galveston	1,325,000	121,000			
do. afloat					
Indianapolis	325,000	64,000	40,000	2,000	
Kansas City	1,007,000	68,000	38,000		
Milwaukee	197,000	110,000	222,000	8,000	500,000
do. afloat					
Minneapolis	4,169,000	13,000	1,070,000	90,000	996,000
do. afloat					
Mo. treas.	96,000	59,000	234,000	2,000	10,000
New Orleans	659,000	39,000			
do. afloat					
New York	578,000	233,000	597,000	5,000	21,000
do. afloat					
Peoria	16,000	30,000	429,000	24,000	1,000
Philadelphia	288,000	158,000	95,000	7,000	
Port Arthur	175,000				
do. afloat					
St. Louis	3,311,000	86,000	72,000	27,000	1,000
do. afloat					
Toledo	501,000	495,000	1,275,000	21,000	12,000
do. afloat					
Toronto	1,000		2,000		
On Canal	104,000	454,000	53,000		
On Lakes	1,500,000	2,747,000	263,000	70,000	179,000
On Miss. River					640,000
Grand Total	20,868,000	8,393,000	6,821,000	968,000	4,059,000
Co. responding rate 1902	26,111,000	2,541,000	8,336,000	1,089,000	2,881,000
Weekly 1 c.	1,579,000		368,000	84,000	712,000
Weekly Dec.		693,000			

FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 14 months ending with Aug. as reported by Chas. F. Lias, flaxseed inspector of the Board of Trade, were as follows:

Months.	Receipts.		Shipments.	
	1903-01.	1902-03.	1903-04.	1902-03.
August	345,226	411,198	97,809	250,496
September	102,020	545,866	162,900	273,202
October		783,075		145,142
November		755,833		140,400
December		408,271		40,559
January		258,875		28,643
February		454,650		39,473
March		282,200		46,323
April		206,918		39,367
May		91,800		46,375
June		106,250		14,362
July		234,981		23,491
Total bushels	447,846	4,579,917	260,709	1,088,023

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending Oct. 12, has been as follows:

SEPT.	NO. 2* R.W. WHT		NO. 1* S.P. WHT		CORN, NO. 2		ST. OATS.		NO. 2 RYE		NO. N. W. FLAXSEED	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
12	79 1/2	80 1/8	93	93	51 1/2	52 1/2	38 1/2	39 1/2	56	56		
13												
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During the week ending September 18 prime contract timothy seed sold at \$3.30@3.40 per cental; prime contract clover seed at \$9.25@10.00; Hungarian at 70¢@90¢; German millet at 75¢@1.05; buckwheat at \$1.50@1.75 per 100 pounds.

During the week ending September 26 prime contract timothy seed sold at \$3.15@3.30 per cental; prime contract clover seed at \$9.75@9.90; Hungarian at 70¢@90¢; German millet at 75¢@1.05; buckwheat at \$1.50@1.75 per 100 pounds.

During the week ending October 2 prime contract timothy seed sold at \$2.97 1/2@3.15 per cental; prime contract clover seed at \$10.00@10.75; Hungarian at 70¢@90¢; German millet at 75¢@1.05.

During the week ending October 9 prime contract timothy seed sold at \$1.95@3.00 per cental; prime contract clover seed at \$10.75@11.50; Hungarian at 70¢@90¢; German millet at 75¢@1.05; buckwheat at \$1.25@1.35 per 100 pounds.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of Aug., 1903.

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	408,300	1,206,152	265,660	1,082,104
Corn, bushels	655,630	133,898	332,028	4,560
Oats, bushels	308,472	530,668	20	950
Rye, bushels	74,650	430,515	25,713	285,711
Barley, bushels	39,082	32,140		
Timothy Seed, lbs.	916	777		531
Clover Seed, lbs.	4,401	6,885	1,068	1,829
Hay, tons	40,145	483.22	325,648	270,471
Flour, bbls.				

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	24,608	1,622,177	110,062	1,094,718
Corn, bushels	184,392	68,776	154,287	8,627
Oats, bushels	612,379	1,164,412	21,848	200,674
Barley, bushels	26,139	900	16,517	
Rye, bushels	3,428	4,658		
Flax Seed, bushels				
Milled, tons	1,039	1,768	78	523
Corn Meal, bbls.	2,052	3,877	2,108	1,400
Oat Meal, bbls.	9,292	5,399	654	2,171
Oat Meal, sacks	6,422	800	16,355	
Hay, tons	8,640	16,660	305	914
Flour, bbls.	152,323	177,607	63,581	97,683

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce. Receipts by lake; shipment by rail.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	2,310,893	6,968,341		
Corn, bushels	5,968,155	2,340,492		
Oats, bushels	3,023,077	1,514,401		
Barley, bushels	660,400	669,708		
Rye, bushels	122,950	423,757		
Timothy Seed, lbs.		620,000		
Other Grass Seed, lbs.		12,885		
Flax Seed, bushels	700,000			
Hay, tons				
Flour, bbls.	1,093,183	1,637,374		

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	3,704,376	6,016,324	1,874,597	3,585,073
Corn, bushels	13,724,616	6,061,025	10,973,355	4,326,016
Oats, bushels	3,871,575	10,124,691	5,519,683	5,232,454
Barley, bushels	2,332,134	1,889,777	119,770	240,212
Rye, bushels	170,225	555,333	15,865	261,717
Timothy Seed, lbs.	12,613,966	14,906,715	11,230,765	11,047,211
Clover Seed, lbs.	355,357	658,008	746,970	214,666
Other Grass Seed, lbs.	2,605,665	1,127,168	1,146,490	599,588
Flax Seed, bushels	127,537	453,024	20,705	139,874
Barley, bushels	447,800	2,365,200	761,730	216,040
Hay, tons	16,594	12,576	1,086	562
Flour, bbls.	637,378	503,251	389,637	392,150

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	2,259,595	187,275	156,567	91,673
Corn, bushels	519,646	355,987	274,089	112,140
Oats, bushels	417,001	622,596	188,963	238,913
Barley, bushels	35,315	23,830	97	207
Rye, bushels	49,070	58,549	15,120	11,332
Timothy Seed, bags	23,648	26,832	12,049	17,146
Clover Seed, bags	2,152	4,063	1,414	9,817
Other Grass Seed, bags	8,998	9,164	8,841	9,118
Malt, bushels	67,500	81,010	63,610	31,652
Hay, tons	7,840	9,892	4,501	3,459
Flour, bbls.	96,488	207,710	70,490	167,440

CLEVELAND—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	93,168		43,563	
Corn, bushels	633,033		241,770	
Oats, bushels	465,885		421,350	
Barley, bushels	1,200		600	
Rye, bushels	7,233		915	
Hay, tons	6,110		2,755	
Flour, bbls.				

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	221,250	476,733	26,474	105,866
Corn, bushels	384,434	194,756	53,404	33,958
Oats, bushels	571,639	716,831	217,349	208,373
Barley, bushels	15,040	121,048		6,382
Rye, bushels	28,343	262,128	40,462	166,147
Flour, bbls.	27,100	39,800	17,300	29,800

DULUTH—Reported by S. A. Kemp, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	4,192,211	9,013,562	2,906,166	7,156,767
Corn, bushels				
Oats, bushels	336,933	464,574	142,159	124,685
Barley, bushels	1,600,172	1,304,351	938,709	479,968
Rye, bushels	121,943	260,015	92,202	135,701
Flax Seed, bushels	673,880	1,691,294	880,874	1,286,910
Flour, bbls.	657,970	1,250,330	633,960	1,183,620

GALVESTON—Reported by C. McD. Robinson, Chief Inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels			31,225,811	3,999,0

ELEVATOR AND GRAIN NEWS

ILLINOIS.

The Winchell Elevator at Howard, Ill., is completed.

The new Farmers' Elevator at Croft, Ill., has been finished.

E. B. Armstrong has sold his grain business at Tolono, Ill.

R. C. Wilson has bought the City Elevator at Henning, Ill.

The Strawn Elevator Co. is building an elevator at Strawn, Ill.

J. I. Everson has begun work on his new elevator at Kenney, Ill.

J. H. Williams has sold his grain business at Farmer City, Ill.

William Goodell has purchased Odell & Co.'s elevator at Wilmington, Ill.

The new elevator at Harmon, Ill., is completed and is now receiving grain.

M. C. Quinn & Co. succeed M. C. Quinn in the grain business at Kewanee, Ill.

Oscar C. Bickert is reported to have discontinued the grain business at Peoria, Ill.

A Mr. Purcell, grain dealer at Harmon, Ill., is reported to have made an assignment.

William Herscher of Buckingham, Ill., has purchased an elevator at Reddick, Ill.

Bartlett, Frazier & Carrington of Chicago are erecting an elevator at Hallsville, Ill.

The National Elevator Co. of Indianapolis, Ind., is building corn cribs at Murdock, Ill.

The Decatur Elevator Co. has purchased the 35,000-bushel Thrift Elevator at Emery, Ill.

George Fuchs has sold his elevators at Waggoner, Ill., to Mundy & Settlemire of Litchfield, Ill.

The Lincoln Grain Co. has torn down its corn cribs at Broadwell, Ill., and is rebuilding them.

The elevator at Rock Creek, Ill., has been closed down and will not be reopened until next year.

Scott & Hoadley have purchased J. E. Potter's elevator and lumber business at La Fayette, Ill.

The Zorn Grain Co.'s new elevator at Mayview, Ill., is completed and has been accepted by the company.

W. H. Barnes of Grayville, Ill., is reported to have leased Ford & McGregor's elevator at Mt. Carmel, Ill.

F. A. Millor of Duncan, Ill., has purchased M. W. Thompson's elevator at Douglas, Ill. The consideration was \$6,000.

William Richardson has purchased C. H. Whitaker & Son's elevator at Ellsworth, Ill. The consideration was \$5,600.

Porter & Co. are tearing down their old elevator at Bloomington, Ill., and are erecting a modern 50,000-bushel house on the site.

The Co-operative Grain Elevator Co. has been organized at Cropsey, Ill., and has purchased and will remodel the Crescent Elevator.

Cowan Bros. have sold their elevator at Wellington, Ill., to Seibens & Funk, who will continue the business. The consideration was \$14,000.

James Brainerd has leased the Ulrich Elevator at Pawnee, Ill., which has been operated under the management of H. E. Farnam for some time.

Rogers, Bacon & Co. are erecting an elevator at Graymont, Ill., to be used exclusively for oats. This will make three elevators at that point.

The Farmers' Elevator Co. of Natrona, Ill., is rebuilding its elevator and increasing the capacity to 40,000 bushels. The work will cost about \$5,000.

Crane, Clark & McCullough have completed a 46,000-bushel grain elevator at Rantoul, Ill. The Burrell Engineering & Construction Co. had the contract.

The elevator at Sterling, Ill., owned by the estate of the late G. T. Elliott, has been purchased and will be operated by Edward Currier and Charles E. Johnson of that city.

The North Side Elevator at Dixon, Ill., owned and managed by George W. Swartz has been sold to Bartlett, Frazier & Carrington of Chicago. The purchase price was \$1,800, possession being given October 1.

V. C. Swigart is building a new elevator at Weldon, Ill. The new house will be 36x40 feet dimensions and will have a capacity of 30,000 bushels. It will be connected with the old elevator, recently purchased by Mr. Swigart from his father, and will

give a combined capacity of 50,000 bushels. The Burrell Engineering & Construction Co. has the contract for the new house.

Bartlett, Frazier & Carrington have just completed grain elevators at Reddick, Ill., and at Sunburg, Ill. They were built by the Burrell Engineering & Construction Co.

A farmers' elevator company has been organized at Teheran, Ill., and will either buy or build an elevator at that point. The capital stock of \$5,000 has all been subscribed.

The Younglove & Boggess Co. of Mason City, Iowa, have taken contracts for the erection of a 50,000-bushel elevator at Bluffs, Ill., and a 15,000-bushel house at Wady Petra, Ill.

W. J. Stone of Ludlow, Ill., and J. A. Taylor of Arrowsmith, Ill., have purchased H. C. Hall's elevator at Ludlow, Ill., and will operate it under the firm name of Stone & Taylor.

A. H. Edwards has sold his interest in the grain business of Parsons & Edwards at Philo, Ill., to Howard Parsons. It is reported that Mr. Edwards has purchased an elevator at Emery, Ill.

The Farmers' Grain Co. has been chartered at Harvel, Ill., with a capacity of \$10,000 to deal in grain, hay, coal, etc. F. D. Belknap, J. A. Bentley and H. W. Hitchings are the incorporators.

J. Crawford & Son have sold their elevator at Lovington, Ill., to the Decatur Elevator Co. and have purchased W. E. Foster's elevator at Hindsboro, Ill. Possession was given on September 28.

H. C. Suttle of Kenney, Ill., who recently purchased John Gelstorp's elevator at Hallsville, Ill., has moved the old house to a new site and is building a new elevator on the site formerly occupied by the old one.

The Farmers' Grain & Supply Co. has been incorporated at Kinsman, Ill., to deal in grain, coal and supplies. The capital stock is \$10,000 and the incorporators are: W. E. Conners, W. F. Baker and W. D. Lindsay.

The Shirley Farmers' Grain and Coal Co. has been granted a switch track to its elevator site at Shirley, Ill. The company were at first unable to secure a side track and took the matter up through the Illinois Railway and Warehouse Commission.

A charter has been granted to the Bearsdale Grain & Coal Co. of Bearsdale, Ill., to deal in grain, coal and farm products. The company is capitalized at \$3,000 and the following are the incorporators: George W. Lehn, William Baum and John E. Henebry.

The Anchor Farmers' Elevator Co. has been chartered at Anchor, Ill., with a capital of \$3,500 to deal in grain. The incorporators are as follows: Jacob Martens, Elton Bane, and M. J. Hager. The company has purchased and will remodel the Crescent Elevator at Anchor.

Firey Bros. & Turner are building a new elevator at Roby, Ill. The foundation is of concrete and the new house will be modern in every respect. It is expected to have it ready for business the latter part of October. The firm has also repaired its corn cribs at Edinburg, Ill.

C. E. Davis has purchased W. R. Winning's grain business at Fairbanks, Ill., and will erect a new 30,000-bushel elevator at that place. Mr. Davis has sold a one-half interest in his business at Chester-ville, Ill., to his brother, E. W. Davis, who is also his partner in the grain trade at Arthur, Ill., where they have completed a new elevator.

The Atlanta Grain, Coal & Lumber Co. has been organized by farmers and business men of Atlanta, Ill., and will erect an elevator at that place. The officers of the company are as follows: President, Samuel Iddings; vice-president, James Horn; secretary, W. S. Ellis, and treasurer, Joseph Ash. The board of directors includes the officers and James Goodpasture and J. W. Hayter.

Articles of corporation were filed on September 24 by the Findlay Grain and Coal Co. of Findlay, Ill. The company is capitalized at \$4,000, the capital stock being divided into 160 shares of \$25 each. The objects of the concern are to buy and sell grain and coal. William Hendricks, Henry Dick, J. R. Snapp, S. L. Bradley, John Cribbitt, R. A. Stone and S. E. Shultz are the incorporators.

The Hartsburg Grain & Coal Co. has incorporated at Hartsburg, Ill., with a capital stock of \$6,000, to deal in grain, coal and lumber. The directors are Henry Leeman, Henry Shirley, B. R. Behrends, Carl Weiland, James Gilchrist, and Henry Quisenberry. The new company has purchased Samuel Mangas' corn cribs and elevator at Hartsburg and took possession October 1. The purchase price was \$4,500.

The Metzger-Hill Co. has been incorporated at Pana, Ill., to own and operate grain elevators and hay warehouses and to deal in grain, hay and farm produce. The new company is capitalized at \$24,000 and will have its principal office at Cincinnati, Ohio. The incorporators are: John Metzger, George Ritscher and George F. Barrett. Harry H. Hill, formerly assistant manager of the Union Grain & Hay

Co. at Cincinnati, will have charge as general manager.

Rogers, Bacon & Co. are building a new elevator at Healey, near Chatsworth, Ill., to replace the one burned on July 31. The new house will be 24x50 feet and about 50 feet in height to the top of the cupola. A 12-horsepower engine will be used to operate the machinery and will be located in a brick engine room 12x14 feet adjoining the elevator. Clarence B. Strawn will have charge as local agent.

A farmers' elevator company has been organized at Kempton, Ill., and has purchased the elevator owned by Shearer & Rickards. The consideration was \$5,000 and possession was given September 23. The Kempton Farmers' Elevator Co. is composed of 140 farmers of that vicinity and is capitalized at \$8,500, divided into 170 shares at \$50 each. The directors are Thomas McDermott, Geo. Bute, Geo. Farley, Mike O'Meara and John Bergan.

The Griffith-Hall Grain Co. has been chartered at Savanna, Ill., with a capital of \$10,000, and has leased the Milwaukee Elevator, formerly operated by the Bosch-Ryan Grain Co. The officers of the company are: Clinton Bear, president; Frank Noth, vice-president; C. E. Griffith, secretary, and H. J. Hall, treasurer. The last three are all residents of Davenport, Iowa. Mr. Griffith has been with the Bosch-Ryan Grain Co. for a number of years, and Messrs. Hall and Noth were formerly with the D. H. Stuhr & Son Grain Co. Clinton Bear, the president, formerly resided at Muscatine, Iowa.

MINNESOTA.

A new elevator is being built at Hereford, Minn.

The Farmers' Elevator Co. of Barrett, Minn., has incorporated.

A farmers' elevator is being constructed at Four Corners, Minn.

An addition is being built to the Johnson Elevator at Appleton, Minn.

The new elevator at Norcross, Minn., is finished and open for business.

The Atlantic Elevator at Sedan, Minn., has been equipped with dump scales.

William Pierce of Dexter, Minn., has bought an elevator at Stewartville, Minn.

The Red Lake Falls Milling Co.'s new elevator at Humbolt, Minn., is completed.

The R. E. Jones Co. is building a 12,000-bushel elevator at Zumbro Falls, Minn.

The new Babcock Elevator and feed mill at Dundas, Minn., are now in operation.

Work has been begun on the new elevator of Stevenson & Co. at Dover, Minn.

An addition has been built to the Reis Elevator at Monterey, Minn., owned by Fred Gewald.

A farmers' elevator company is being formed at Welch, Minn., for the erection of an elevator.

The new elevator at French, Minn., is now in operation. E. S. Ferguson has charge as buyer.

The new 20,000-bushel elevator of the Amenias Elevator Co. at Atwater, Minn., is nearly completed.

The Hastings Milling Co.'s elevator at Meriden, Minn., has been reopened. J. H. Franz is in charge as manager.

The Gillette Elevator Co. has completed its new elevator at De Graff, Minn., and has placed George Walsh in charge.

The Hubbard & Palmer Elevator Co., of Mankato, Minn., has completed its new elevator and cleaning house at Kasota, Minn.

The new Lake Benton Milling Co.'s elevator at Lake Benton, Minn., is being built by Honstain, Bird & Co. of Minneapolis.

One of the elevators at Dodge Center, Minn., is reported to have closed down on account of the grain scarcity in that vicinity.

D. C. Harrington of Pipestone, Minn., has purchased the Ayers Elevator at Ruthton, Minn., and is repairing and remodeling it.

The Benson Elevator at Prairie Junction, Minn., is reported to have been closed on account of the scarcity of grain in that section.

P. A. McGregor of Minneapolis, who purchased George Murfin's elevator at Winnebago City, Minn., has placed Fred Oligher in charge.

The Farmers' Elevator Co. has completed an addition to its elevator at Renville, Minn. A new dump scale and a grain cleaner have been installed.

The Minneapolis & Northern Elevator Co. has torn down the annex to its elevator at Halstad, Minn., and removed the material to a North Dakota town.

H. L. Webb's elevator at Glyndon, Minn., has been remodeled and additional equipment installed. An addition 14x40 feet, which contains the drive-way, a new dump and scale and an office, has been erected. A new cupola 6x8x6 feet has been built and new weighing machinery put in. An 18-horsepower

gasoline engine has been installed and the basement of the elevator floored with cement. A feed mill has also been put in.

The Peavey Elevator Co. has reshingled its elevator at Willmar, Minn., and installed a new 30-horsepower gasoline engine in the engine room.

The Imperial Elevator Company has sold its elevator, grain and flour business at Owatonna, Minn., to John Kendall, a feed and lumber dealer of that city.

The new Peavey Elevator at Moose Island, Minn., has been opened for business. The house has a feed mill plant in connection. P. W. Barton has charge as manager.

The S. Y. Hyde Elevator Co. has purchased the Sheffield-King Elevator at Montgomery, Minn., and placed Mr. Goodfellows of Good Thunder, Minn., in charge as manager.

The rebuilt and remodeled Hubbard & Palmer Elevator at Le Sueur, Minn., is completed and has a storage capacity of 200,000 bushels in addition to the space used as a cleaning house.

The Redwood Falls Farmers' Elevator Co. has built an addition to its elevator at Redwood Falls, Minn. The company has recently installed a Clipper Grain Cleaner and other new machinery.

The Farmers' Elevator Co. of Truman, Minn., has succeeded in securing a suitable site from the railway company and is building an elevator. L. O. Hickok of Minneapolis has the contract for the new structure.

The recently incorporated White Bear Elevator Co. of White Bear, Minn., has nearly completed its new elevator at that place. The company is composed of local farmers and business men and is capitalized at \$10,000.

The Prairie Elevator Co. has completed its new elevators Alexandria and Forada, Minn., and one is being built at Carlos, Minn. The company will have an elevator at every station on the new Soo extension north of Glenwood, Minn.

The Prairie Elevator Co. of Minneapolis filed articles of incorporation on October 3. It has a capital stock of \$100,000. The incorporators are: P. L. Howe, Albert M. Sheldon, Joseph F. White, William B. Bennett and Frank H. Ellis all of Minneapolis.

The Ellendale Farmers' Elevator Co. of Ellendale, Minn., has about completed its organization and has applied for a charter. About \$5,000 of the capital stock has already been subscribed and this will be increased to about \$7,000. The subscriptions of stock were made payable October 20. The new company will at once begin the work of building an elevator and feed mill at Ellendale. The new structure will cost about \$5,000.

The annual meeting of the Farmers' Elevator Co. of Benson, Minn., was held recently and the old officers re-elected as follows: C. R. Alsaker, president; Adam Olson, secretary, and C. F. Thornton, treasurer. The directors include the foregoing and J. A. Nermoe and Andrew Anderson. The stockholders decided to repair the elevator and install a new engine. A dividend of 20 per cent was declared. An offer to purchase the elevator for \$4,000, made by a local dealer, was refused.

IOWA.

A farmers' elevator is reported to be projected at Dickens, Iowa.

J. A. Funk has sold his grain business at Blanchard, Iowa.

The Neola Elevator Co. is building an elevator at Haskins, Iowa.

The Neola Elevator Co. has completed its new elevator at Farson, Iowa.

Schlosser & Drury have leased a warehouse at Popejoy, Iowa, and are buying grain.

Simpson & Cousin, it is reported, have discontinued the grain business at Alden, Iowa.

The Farmers' Elevator Co. of Indianola, Iowa, has let the contract for the erection of a 12,000-bushel elevator.

William Southall's elevator at Irwin, Iowa, is nearly completed. A gasoline engine will furnish the motive power.

E. G. Simpson & Co., of Iowa Falls, Iowa, have purchased the Devereaux elevators, at West Bend, Iowa, and Rodman, Iowa.

The Trans-Mississippi Grain Co., of Omaha, Nebr., will install an improved Hall Distributor in its elevator at Salix, Iowa.

R. Peters & Sons' new elevator at Wellsburg, Iowa, is completed. A sidetrack has been put in to furnish shipping facilities.

H. B. Cline has sold his grain business, residence and other property at Hills, Iowa, to William H. Droll, who will continue the business.

The Akron Milling Company of Sioux City and Akron, Iowa, will erect a large terminal elevator at Sioux City, Iowa. The new house will have a capacity of from 50,000 to 100,000 bushels, and this will be increased as rapidly as the business

at that point demands it. The work will be begun as soon as a satisfactory site is secured.

H. Wetzel & Co. have sold their grain business at Minburn, Iowa, and removed to Cedar Rapids, where they will engage in the same line.

Stockdale & Reimers have purchased G. A. Tucker's grain business at Morrison, Iowa. Mr. Tucker received a farm in Osceola county, Iowa, as consideration.

The litigation between the Iowa Central Railroad and Barbour & Younkin of New Sharon, Iowa, has resulted in the railway company's agreeing to move the grain firm's elevator and put in a new sidetrack.

The B. A. Lockwood Grain Co. has completed its 40,000-bushel ear corn elevator at Ames, Iowa. It was built by the Burrell Engineering & Construction Co. and is said to be the most complete ear-corn elevator in the country.

The work of organizing a farmers' elevator company at Boone, Iowa, has been completed and the new concern will do business under the style of the Farmers' Elevator, Grain & Live Stock Co. The following officers were chosen at a meeting held October 2: President, Arthur Wills; vice-president, D. P. Ives; secretary, George R. Cooper, and treasurer, Anton Nelson. The company will build an elevator at Boone.

NORTH DAKOTA.

Lehr & Nagel have completed their new elevator at Lehr, N. D.

The new 20,000-bushel elevator at Ray, N. D., is now ready for business.

Nels Enge has sold his elevator at Harwood, N. D., to the Duluth Elevator Co.

Regan & Lyness' Elevator at Bowden, N. D., is completed and ready for business.

The Sharon Mill & Elevator Co. has completed its new elevator at Sharon, N. D.

The Minneapolis & Northern Elevator Co. is building an annex to its elevator at Willow City, N. D.

James Sorenson & Son are building a 30,000-bushel elevator near their flour mill at Lisbon, N. D.

The Great Western Elevator at Buttzville, N. D., has been overhauled and opened for the year's business.

The Duluth Elevator Co. has built an addition to its elevator at Grand Forks, N. D., to facilitate the loading of grain.

The Imperial Elevator & Lumber Co. will build an elevator at Mohall, N. D. A lumber yard will also be established.

The Northwood Farmers' Elevator Co. has secured a suitable site at Northwood, N. D., and will construct a 40,000-bushel elevator.

The Powers Elevator Co. has completed a new and modern elevator at Medina, N. D. C. A. Bell will have charge as manager.

Dwight M. Baldwin's new elevator at Tower City, N. D., is finished. George Buswell will have charge of the elevator and feed mill.

The Osborne-McMillan Elevator Co. is building an elevator at Baden, N. D. The Royal Elevator Co. also has completed one at the same place.

The Imperial Elevator Co. will handle coal and flour at its Milton, N. D., elevator. A suitable building for the purpose has been constructed.

The Minneapolis & Northern Elevator Co. has torn down the annex to its elevator at Hillsboro, N. D., and shipped the material to another point.

The Amenia Elevator Co. is building an elevator of 40,000 bushels' capacity at Burg, N. D. It is expected that the new house will be completed about October 25.

The Amenia Elevator Co. is building an elevator at the new town of West Hope, N. D. It is expected to have the new house ready to receive grain about November 1.

The grain firm of French & Thompson at Cavalier, N. D., composed of Abner French and James Thompson, has dissolved partnership. Mr. Thompson retires on account of ill-health and his interest has been acquired by W. D. French. The business will be continued under the style of French & Son. The firm has recently completed a new 18,000-bushel elevator equipped with Fairbanks Scales and a Fairbanks-Morse Gasoline Engine.

SOUTH DAKOTA.

A farmers' elevator is said to be in contemplation at Henry, S. D.

Van Winkle & Metzger have completed their new 25,000-bushel elevator at Sturgis, S. D.

The S. Y. Hyde Elevator Co. is putting up a new elevator at Wessington Springs, S. D.

The Huron City Mills Co. of Huron, S. D., is building a 50,000-bushel elevator at that place.

The Younglove & Boggess Co. of Mason City, Iowa, will equip the elevator it is erecting for Albert

Wedgwood at Madison, S. D., with two improved Hall Distributors.

Two elevators with a capacity of 50,000 bushels are being built at the new town of Midway, S. D.

The Kempeska Milling Co. of Watertown, S. D., has finished a new 24,000-bushel elevator and installed a wheat cleaner.

The Co-operative Coal & Wood Co. of Sioux Falls, S. D., which operates an elevator on the Illinois Central Railroad in that city, is doubling the capacity of the house.

The Empire Elevator Co. has completed the repairs and improvements to its elevator at Millbank, S. D. The capacity of the house has been increased to 40,000 bushels and a new engine room constructed.

At a meeting of the stockholders of the Wagner Mill Co. of Millbank, S. D., the name of the company was changed to the Whetstone Valley Milling Co. The company's new 30,000-bushel elevator is nearly completed.

Larkin & Thompson of Madison, S. D., have purchased a building in that city, formerly used as a foundry, and will use it for storage purposes. The firm has also acquired an elevator at Flandreau, S. D., and are building an addition to their office at Madison.

OHIO, INDIANA AND MICHIGAN.

A new elevator is being built at Progress, Ind. Mead & Woodward are building an elevator at Collins, Ohio.

A new elevator is in course of construction at Lacrosse, Ind.

Terre Haute (Ind.) parties will build an elevator at Lewis, Ind.

Shrack & Johnson are remodeling their elevator at Melvin, Ohio.

M. A. Current is building an addition to his elevator at State Line, Ind.

J. T. Sims succeeds Fratzinger & Bogan in the grain business at Frankfort, Ind.

Felger & Brandt are reported to have sold their grain business at Jeromeville, Ohio.

The Interstate Grain Co. has been incorporated at Bath, Ind., with a capital of \$16,000.

The Randall Milling Co. of Tekonsha, Mich., has repaired and overhauled its elevator at Clarendon, Mich.

The Stockbridge Elevator Co. of Jackson, Mich., has increased its capital stock from \$5,050 to \$40,000.

Bartlett, Kuhn & Co., and J. & S. Emison have recently completed new elevators on the river front at Vincennes, Ind.

C. F. Parks is reported to have sold his elevator at Arcanum, Ohio, to Frank Burnett and Harvey Nyswonger of that place.

The Gordon-Smith Co. has been chartered at Winchester, Ind., to buy and sell grain, flour and feed. The capital stock is \$12,000.

A large elevator is to be built at Fort Wayne, Ind., by local capitalists. The new house is to have a capacity of 200,000 bushels.

Patty & Coppock are building a new elevator at Fletcher, Ohio. The Reliance Manufacturing Co. of Indianapolis, Ind., has the contract.

Henderson & Friedline of Chicago are building the new 60,000-bushel transfer house of the Crabbs-Reynolds-Bell Grain Co. at Lafayette, Ind.

The steamer R. R. Rhodes arrived at Port Huron, Mich., on September 20 with the first cargo of grain for the new Grand Trunk Elevator.

The Milwaukee Elevator Co. of Milwaukee, Grand Rapids and Chicago has been chartered under the laws of Michigan, with a capital of \$50,000.

The Lafontaine Stock & Grain Co. is building a 20,000-bushel elevator on the Big Four right-of-way at Lafontaine, Ind. The new house will cost \$6,000.

The safe in Millikan Bros.' grain elevator at Blountsville, Ind., was burglarized recently and negotiable paper to the amount of about \$500 was stolen.

The Willey Mill & Elevator Co. of Venice, Ohio, has completed an elevator at Scott, Ohio, and is building one at Okana. It will be completed about January 1.

The Ireton Bros. & Erkenbary Co. of Van Wert, Ohio, was incorporated on September 29, to do a general grain business. The company is capitalized at \$50,000.

McLane, Swift & Co., of Battle Creek, Mich., have broken ground at Edwardsburg, Mich., for a new elevator. The Burrell Engineering & Construction Co. has the contract.

The Lock Two Grain & Milling Co. has been incorporated to build a new mill and elevator at Lock Two, a small station near New Bremen, Ohio. The company is capitalized at \$40,000 and is composed

of Charles, Florence and Benjamin Garmhausen, George Thiesing, Henry Roettger and Frank Komninsk.

The Mollett Grain Co. has been incorporated at Frankfort, Ohio, with a capital stock of \$20,000. It succeeds the firm of William Mollett & Son in the grain business at McClure, Ohio.

Wharton & Co. have installed a gasoline engine in their elevator at Yale, Mich. The old engine house has been torn down and a building to be used for handling beans will be erected on the site.

Gale Bros. have commenced work on their new 100,000 bushel transfer elevator at Cincinnati, Ohio. The Burrell Engineering & Construction Co., builders, expect to have it completed for the new crop.

The Shanahan Elevator Co. has been organized at Lamb, Mich., with a capital of \$5,000, and has taken over the grain business of Michael P. Shanahan. The stockholders are: M. P. Shanahan, J. H. Shanahan, Mamie Shanahan and Joseph Walsh.

The Lena Grain Elevator Co. has been chartered at Lena, Ohio, with a capital of \$10,000. Lewis F. Wolcott, John Lane, E. J. Wilgus, John F. Colvin and Joseph Bollinger are the incorporators. The new company will erect a 100,000-bushel elevator.

W. H. Hinkley of Cass City, Mich., and B. D. Jones of Lenox, Mich., will erect a new elevator and warehouse at Owendale, Mich. The warehouse will be 30x75 feet and will be completed this fall, but the elevator will not be built until next spring.

The Farmers' Co-operative Elevator Co. is building an elevator at Keystone, Ind. The new house will have a storage capacity of from 35,000 to 50,000 bushels. G. W. Coffman of Columbus, Ohio, and H. M. Calkins of Kenton, Ohio, are back of the project.

B. E. Cadwell has purchased the interest of his partner, C. W. French, in the elevator and feed mill at McBrides, Mich., and has sold an interest in the business to William Hardy, who has been employed in the elevator at Stanton, Mich., for several years.

W. A. Geiger of Churubusco, Ind., who has been operating elevators at Vandalia and Liberty Falls, Ind., under lease, has turned over the houses to W. F. Spiker of Wabash, Ind., and I. B. Wright of North Manchester, Ind. Mr. Wright will have charge as manager.

The Detroit Milling Co., Detroit, Mich., is building a new grain warehouse and feed mill at Adrian, Mich. A new 250-horsepower engine has been installed in the plant and a side track built to the warehouse. When the work is completed the company will have an elevator capacity of 80,000 bushels at its Adrian plant.

The new \$100,000 corrugated iron grain elevator of the Union Hay & Grain Co. at Cincinnati has been completed and about 1,000 of the business men and citizens of that city were present when the new house was formally opened on September 24. The new structure is fireproof and modern in every detail. It has a capacity of 178,000 bushels. The elevator was built under the supervision of W. W. Granger, general manager of the company.

F. M. Murphy & Co. of Indianapolis, Ind., who recently sold five of their elevators to the American Hominy Co., operating the houses as the National Elevator Co., have given up their membership in the Indianapolis Board of Trade and discontinued their Chicago wire. The firm's office at Indianapolis has been closed and the four elevators, held for some time in joint account with other parties, will be turned over to them by Mr. Murphy although he still retains an interest.

WESTERN.

The Columbia River Milling Co. has completed a new warehouse at Govan, Wash.

The grain firm of Hulme & Hart at San Francisco, Cal., is reported to have dissolved.

The three new grain warehouses at the head of the proposed tramway at Summit, Idaho, have been completed.

George D. Hood has sold his interest in the grain, coal and lumber business of Stewart & Hood at Georgetown, Colo., to Oscar Wing of that city.

The office of the Orondo Grain & Shipping Co. at Wenatchee, Wash., was visited by burglars recently. The safe was blown open with nitro-glycerine and about \$75 in money secured.

The H. P. Isaacs Co. has been chartered at Walla Walla, Wash., with a capital of \$50,000, to do a general grain, milling, commission and brokerage business. E. S. Isaacs, L. F. Isaacs and G. G. Isaacs are the trustees.

The Northwestern Warehouse Co. of Tacoma, Wash., has been making several improvements to its elevator and cleaning house on the water front in that city. An addition consisting of a sort of cupola and platform has been built on the water-side of the cleaning house and the grain will be sacked, after going through the cleaners, and run down spouts into the ship or steamers hold. This

does away with the former method of spouting the wheat back to the warehouse floor to be resacked after being cleaned and then trucking it to the ship's side. The new arrangement will save about one-half the labor required in the former method.

A report from Davenport, Wash., under date of October 3, states that over a quarter of a million bushels of wheat have been received at that point this season. The warehouses are full and owing to the inability to secure sufficient cars the surplus grain is piled on platforms and covered with canvas.

Galbraith, Bacon & Co., hay, grain and feed dealers of Seattle, Wash., have purchased a site on the spur of the Northern Pacific Railway at Palouse, Wash., and are erecting a new warehouse, 50x100 feet in dimensions. The business will be carried on under the management of M. T. Galbraith, formerly of Albion, Nebr.

WISCONSIN.

H. C. Ripp's new elevator at Cross Plains, Wis., is completed and in operation.

The Osceola Mill & Elevator Co. has completed a new elevator at Milltown, Wis.

The Wisconsin Grain Malt Co.'s new elevator at Oshkosh, Wis., has been completed.

The Osceola Mill & Elevator Co. is building an addition to its elevator at Osceola, Wis.

The Menomonee Mercantile Co. has completed its grain warehouse at Menomonee, Wis., and is building new coal sheds.

The Union Elevator Co. has completed its new 12,000-bushel elevator at Cadott, Wis. The plant is operated by a gasoline engine.

The F. Kraus Co. has been incorporated at Milwaukee, Wis., with a capital of \$50,000, to do a general grain business. The incorporators are Robert Nunnemacher, W. B. Sawyer and A. W. Goetz, Jr.

John Sprecher has repaired and overhauled his elevator at Independence, Wis., and erected a new engine room of brick 12x12 feet in dimensions. An 8-horsepower Fairbanks, Morse & Co. gasoline engine has been installed.

A farmers' co-operative association is reported to be in process of formation at Brooklyn, Wis. The company will, it is said, build a new elevator on a site recently secured for that purpose and will also handle coal, feed, farm machinery and live stock.

William Rahr, of Manitowoc, Wis., is building an elevator at Van Dyne, Wis., at a cost of \$7,500. The new house will be 36x35 feet in dimensions and 76 feet in height. It is expected to have it completed before November 1. A 10-horsepower gasoline engine will be installed to operate the machinery. John Donovan of Van Dyne will have charge as manager.

SOUTHERN AND SOUTHWESTERN.

Holt & Malone, grain dealers at Macon, Ga., have dissolved partnership.

Richardson & Co. are building a 20,000-bushel elevator at Marietta, Texas.

The Farmersville Grain Co. has been chartered at Farmersville, Texas, to buy and sell grain. The amount of the capital stock has not been learned.

The Texas Fuel & Grain Co. has been incorporated at Dallas, Texas, with a capital of \$10,000. H. L. S. Kniffen, H. A. Burnett and T. B. Burnett are the incorporators.

The Walters Elevator Co. has filed articles of incorporation at Walters, Okla., with a capital of \$20,000. D. W. Boyer, George W. Graham, H. B. Holt and others are the incorporators.

The Autwine Elevator Co. has been chartered at Autwine, Okla., with a capital stock of \$5,000. W. A. Schafer, H. E. Christenson, F. A. Smith, R. A. Duvall, and W. L. Frazier are the incorporators.

The Orient Grain Co. has been incorporated at El Reno, Okla., with a capital of \$25,000. The incorporators are: H. L. Chowning, of El Reno; J. A. Woodside, of Oklahoma City, Okla., and John N. Voorhees, of Homestead, Okla.

The John S. Metcalf Co. of Chicago has erected a 600 foot temporary gallery at the Sunset Elevator, Galveston, Texas, to replace the gallery destroyed by fire on September 21. The new gallery contains a 36-inch belt conveyor and is capable of loading grain into a steamer hold at the rate of 15,000 bushels per hour. The work was completed and the elevator ready for operation within ten days after the arrival of the Metcalf Co.'s force on the ground. The Sunset Elevator is operated by the J. Rosenbaum Grain Co. of Chicago.

The Farmers' Co-operative Shipping Association of Topeka, Kans., has been chartered at Guthrie, Okla., to engage in the purchase and sale of grain and to build and operate elevators in the territory of Oklahoma. The capital stock is fixed at \$200,000. The directors are as follows: H. H. Shull, Argonia, Kans.; Robert Milton, Stafford, Kans.; James Butler, Topeka, Kans.; C. B. Hoffman, Enterprise, Kans.; S. H. Allen, Topeka, Kans.; H. P. Signor, Numa, Okla.; Frank Wright, Billings,

Okla.; J. H. Goings, Minden, Nebr., and F. Englehart, Rising City, Nebr.

J. C. Robb of Kingfisher, Okla., operating a line of elevators in that territory, has removed to Guthrie, Okla., and will erect a large elevator and warehouses at that point. The new buildings will cost about \$40,000. Mr. Robb will make Guthrie the headquarters for his line of elevators, and will also be engaged in the grain commission business in that city. Work will be begun at once on the new structures.

Contracts have been awarded for the erection of a large elevator and cotton sheds at Texas City, Texas. The grain elevator will consist of fifteen large tanks with a capacity of 500,000 bushels. They will be built of burnt clay with an outer surface of enameled tiling to protect the grain from moisture. The entire work will cost about \$1,500,000. The contract was awarded to the Barnett & Record Co., who sub-contracted it to V. O. Ulrich of Texas City.

MISSOURI, KANSAS AND NEBRASKA.

A new elevator is being built at Alva, Kans.

A farmers' elevator has been completed at Axtell, Nebr.

Robert Eggleston is building an elevator at Pratt, Kans.

The new elevator at Boelus, Nebr., is about completed.

The new elevator at Coldwater, Kans., has been completed.

The Atlas Elevator Co. is building a 15,000-bushel elevator at Goodwin, Nebr.

George W. Potts is reported to have sold his grain business at Dentonville, Kans.

The Lexington Mill & Elevator Co.'s new elevator at Cozad, Nebr., has been completed.

C. F. Iddings of North Platte, Nebr., is building elevators at Paxton and Ogallala, Nebr.

W. H. Ferguson has moved his principal grain office from Hastings, Nebr., to Lincoln.

J. H. Claussen is rebuilding his elevator at Lucas, Kans., which was burned some time ago.

J. F. Cheatum is building a new elevator at Cleveland, Kans., to replace the one recently burned.

The Farmers' Grain & Supply Co. has been organized at Atlanta, Nebr., with a capital of \$10,000.

The grain firm of William Astle & Son at Haven, Kans., has changed its name to William Astle & Co.

Henry Roberts will equip his new elevator at Tekamah, Nebr., with an improved Hall Distributor.

Barnum Bros. have purchased John N. Rowland's flour, feed and grain business at Crawford, Nebr.

The Farmers' Elevator Co. of Vesper, Kans., has been granted a charter. It has a capital stock of \$8,000.

Farmers in the vicinity of Memphis, Nebr., are said to be contemplating the erection of a farmers' elevator.

The new elevator of the Cullison Co-operative Co., Cullison, Kans., has been completed and opened for business.

The Nye-Schneider-Fowler Grain Co. is building a new elevator at Dwight, Nebr., to replace the one recently burned.

A farmers' elevator company is said to be organizing at Shelton, Nebr., to build and operate an elevator at that point.

The Farmers' Grain Association of South Bend, Nebr., has let the contract for the erection of a scoop house at that place.

The Hind & Lint Grain Co. will erect a large elevator at Atchison, Kans., on a site leased from the Missouri Pacific Railway.

The Farmers' Elevator at Hildreth, Nebr., is now complete. The railway company has not, as yet, put in a side track to the new house.

The new elevator of the Harvard Farmers' Co-operative Grain & Live Stock Co. at Harvard, Nebr., is now completed and ready for business.

The Updike Grain Co. of Omaha, Nebr., has placed an order for an improved Hall Distributor to be installed in its elevator at Octavia, Nebr.

The Nebraska-Iowa Grain Co. is building a new iron-clad elevator at Sutton, Nebr. The new structure when completed will cost about \$5,000.

The Red Willow County Farmers' Co-operative Grain & Live Stock Co. has been incorporated at Indianola, Nebr., with a capital stock of \$5,000.

George W. Butterfield & Co. have installed a new grain cleaner in their elevator at Humboldt, Nebr., and have also increased the capacity of the house.

The Weston Grain & Stock Co. of Weston, Nebr., held its annual meeting recently and elected the following officers: President, H. N. Nelson; vice-president, Thomas Madigan; secretary, Charles Dolezal; directors, O. C. Olson, Anton Barry, Joseph

Ludyick and John H. Edwards. A dividend of 50 per cent was also declared. The company has been doing business for fourteen years.

The Carr Grain & Elevator Co. has been incorporated at St. Louis, Mo., with a capital of \$10,000, by J. P. Carr, C. J. Halloway and Thomas B. Leonard.

James Harper & Son have sold their grain business at Colwich, Kans., to the Pacific Elevator Co. and James Harper has returned to his home in Chicago.

The Farmers' Elevator Co. of Bruning, Nebr., is loading grain on the track until an elevator can be purchased or one built in the event of being unable to buy.

The Twambly-Dawson Grain Co. has filed articles of incorporation at Omaha, Nebr., with an authorized capital stock of \$25,000. The incorporators are D. G. Dawson and E. C. Twambly.

The Western Elevator Co. of Kansas City, Mo., has been chartered with a capital of \$10,000, fully paid up. C. W. Hastings, George M. Meyers and C. H. Kennedy are the incorporators.

L. F. Grant of Auburn, Nebr., has purchased the grain business, lumber yard, implement business and other property of Edward Tucker at Howe, Nebr. The consideration was about \$15,000.

The Peavey Elevator Co. has torn down its old scale office and engine house at Carroll, Nebr., and built a new structure for both purposes. A gasoline engine has been installed to operate the elevator.

The Canton Milling Co. is building a corn elevator near its present wheat elevator at Canton, Mo. A 12-horsepower gasoline engine will be used to operate the elevator when the mill is not running.

The Farmers' Elevator Co.'s elevator at Woodston, Kans., is said to be insufficient in capacity to handle all the grain offered and the company contemplates either buying or leasing another house.

A certificate of incorporation was issued on October 3, to the "Q" Elevator Co. of Kansas City, Mo., with a capital stock of \$2,000, fully paid up. The incorporators are: L. E. James, N. H. Hand and C. S. Pitkin.

J. S. Crue of Tekamah, Nebr., has purchased an interest in the Wells-Hord Grain Co.'s elevator at Wood River, Nebr., and has removed to that place. His feed mill at Tekamah will be operated by Charles Fuller.

Henry Roberts of Arlington, Nebr., who is putting up a 20,000 bushel elevator at Tekamah, Nebr., will remove to the latter place and take personal charge of the new house. It is said that a company will be organized to operate the other elevators owned by him under the style of the Roberts' Grain Co.

The Kansas Grain Co. has built a grain drying plant at Hutchison, Kans. The new structure is 14x24 feet in dimensions and 52 feet in height. The plant will be used for drying tough wheat and other grain which would be practically worthless if not dried. The machinery for drying grain performs that operation by hot air blowers, the grain being cooled before it is returned to the bins. The machinery and equipment for the new plant was furnished by the Hess Warming and Ventilating Co. of Chicago. The new plant will be the only one of its kind west of Chicago.

EASTERN.

Charles A. Bursley has opened a grain store at Hyannis, Mass.

W. H. Whitcomb has closed out his grain business at Sanford, Me.

Peter Goochee's new grain store at Barnet, Vt., is about completed.

J. D. Heintzleman is building a grain warehouse at Wanamaker, Pa.

C. W. Adams is building a warehouse 35x20 feet near his grain store at Warner, N. H.

Leiby & Schmick are building an addition to their grain warehouse at Germansville, Pa.

Bruce Bros. of Augusta, Me., have dissolved partnership and have sold their grain store to A. B. Mason of that city.

The Paxton Flour & Feed Co. is rebuilding its elevator at Trindle Springs, Pa., which was destroyed by fire on September 19.

The W. L. Koonz Co. has incorporated at Washington, D. C., to deal in grain and feed. The capital stock is \$100,000 and the incorporators are: Edgar Bailey, W. F. Gorsuch and G. F. MacRae.

It is reported that the grain firm of C. W. Lines & Co., and M. D. Stanley, dealer in grain and feed, both of New Britain, Conn., will unite and form a grain company under the style of the C. W. Lines Co. The new concern will be capitalized at \$15,000 and will deal in grain, feed, etc.

The old 125,000-bushel elevator at Portland, Me., known as No. 1, and owned by the Grand Trunk Railway, has been razed and the site used for other purposes. The elevator was erected about fifty years ago and was at that time one of the largest in the country. The Grand Trunk has two other

elevators at Portland, holding 1,500,000 and 1,000,000 bushels respectively.

The Benham & Baylis Feed Co. has filed articles of incorporation at New Haven, Conn., with a capital of \$20,000, divided into 200 shares of \$100 each. The directors of the company are Charles Benham and Kathleen Benham of New Haven, Conn., and Frank Baylis of Floral Park, N. Y.

The Oneida Mill & Grain Co. has been incorporated at Oneida, N. Y., with a capital of \$50,000. The directors are: J. R. Hall, W. H. Small, John L. Snultz, Robert J. Fish and G. L. Scheifele. The new company has purchased the Oneida Roller Mills formerly operated by the Rathbun-Sawyer Co.

The Hathaway & Mackenzie Grain Co. has been chartered at New Bedford, Mass., with a capital stock of \$50,000, divided into 500 shares of \$100 each. The officers are: Judson C. Mackenzie, president; William E. Hathaway, treasurer and William L. Winslow, secretary. The company will do a wholesale and retail business in grain, hay, feed, produce, coal and wood.

F. M. Willson has sold the building at Bellows Falls, Vt., occupied by him for several years as a grain store, to the Boston & Maine Railroad. The building will be used to increase the present freight warehouse capacity of the railway company. Mr. Willson has purchased a large warehouse in that city and removed it to a more favorable site where he will continue the grain business.

CANADIAN.

A farmers' elevator has been completed at Hartney, Man.

F. & J. Hisey are erecting an elevator at Creemore, Ont.

The Central Milling Co. is building an elevator at Peterborough, Ont.

The Export Elevator Co. has built a flat warehouse at Whittemouth, Man.

St. Paul capitalists will erect a linseed oil mill and elevator at St. Boniface, Man.

The Ontario Linseed Oil Co. has nearly completed its new plant at Owens Sound, Ont.

The Dominion Grain Standard Board met on September 30 to fix the Ontario standards.

G. F. McArthur, flour and feed merchant at Guelph, Ont., has made an assignment.

The Ogilvie Flour Mills Co., Ltd., is building a 25,000-bushel elevator at Wapella, Man.

Work on the new Canadian Northern Elevator at Port Arthur, Ont., was recently delayed by bad weather.

The Grand Trunk Railway Co. is building a 1,000,000-bushel elevator at Windmill Point, Montreal, Que.

J. E. Parr's new elevator at Crystal City, Man., has been completed. The new house has a capacity of 45,000 bushels.

The Arrow Milling Co. of Britle, Man., has completed the work of installing the new machinery in its mill at that point.

It is reported that the Ogilvie Flour Mills Co., Ltd., will build a 4,000-barrel mill and 500,000 bushel elevator at Port William, Ont.

The new mill of the Saskatoon Milling Co. at Saskatoon, N. W. T., has been started up. It has a capacity of 100 barrels per day.

The Doud Milling Co. of Pakenham, Ont., incorporated under the laws of the Dominion, has been granted an Ontario charter.

The Western Trading Co., which has an elevator at Shoal Lake, Man., is reported to contemplate erecting a flour mill at that point.

Leitch Bros.' flour mill at Oak Lake, Man., was closed down recently for the purpose of overhauling it and making necessary repairs.

The Ogilvie Flour Mills Co., Ltd., has taken over the farmers' elevator at Burnside, Man., and installed D. L. Sutherland of Winnipeg as agent.

The rate payers of Grand View, Man., have passed a by-law granting the Grand View Milling Co. exemption from taxation for a period of 15 years.

The Doud Milling Co., with offices at Ottawa and Pakenham, Ont., and elevators at Manitou and Crystal City, Man., has opened an office at Winnipeg, Man.

The Western Elevator Co. has completed its elevator at West Selkirk, Man., and the Imperial Elevator Co. has nearly finished its new house at the same point.

Work on the new elevator of the Ogilvie Flour Mills Co., Ltd., at Qu'Appelle, Man., is progressing favorably. The new house will have a capacity of 25,000 bushels.

The completion of the improvements to the Northern Elevator Co.'s two elevators at Winkler, Man., gives the company a storage capacity of 70,000 bushels at that point. There are now eight elevators at Winkler with a combined storage ca-

capacity of 272,000 bushels, besides a large flouring mill and a flax warehouse.

The Canadian Pacific Railway has reduced its grain rates to correspond with those of the Canadian Northern Railway, which have been 4 cents per bushel lower.

The addition to the King Elevator at Port Arthur, Ont., is rapidly nearing completion. It consists of nine concrete storage bins having a capacity of 30,000 bushels each.

Joseph G. King & Co. has notified the trade that until further notice their elevator at Port Arthur, Ont., will accept "no grade" wheat only conditionally, on account of limited storage capacity.

The Montreal Harbor Commission has notified the Montreal Grain Elevator Co. that it must remove the wreck of its floating elevator which recently sunk in Montreal harbor, as it is a menace to navigation.

The Ogilvie Flour Mills Co., Ltd., has added another story to its mill building at Winnipeg, Man., and increased the capacity from 3,000 to 3,500 barrels. The company will also increase its elevator capacity at that point.

An inspection office has been opened at Port Arthur, Ont., to facilitate business at the Canadian Northern Railway Co.'s and King's Elevators at that point. The work had become too large to be handled from Port William.

The Lake of the Woods Milling Co., Ltd., has completed a new elevator at Hazeldean, Man., a new town on the Canadian Pacific Railway between Whitewater and Deloraine, Man. A farmers' elevator company is building an elevator at the same place.

Alexander & Law Bros. of Brandon, Man., have removed their elevator from its former site on the C. P. Railway right-of-way to a site adjoining the mill. The railway company required the space, formerly occupied by the elevator, for additional tracks.

The Farrar Transportation Co., of Collingswood, Ont., has been chartered with a capital of \$250,000, to operate and construct elevators, steamships, wharves, etc. The provisional directors include C. A. Farrar, Meaford, Ont.; F. A. Bassett and William Carmichael, Collingswood, Ont.

The new elevator at Montreal, Que., which is being built under the supervision of the Department of Public Works, will not be completed until the opening of navigation in 1904. It was originally expected that the house would be completed by August 1 of the present year. It will have a storage capacity of 940,000 bushels.

A strike of laborers employed on the construction of the Canadian Northern Railway Co.'s elevator at Port Arthur, Ont., took place on September 29. They were receiving from \$2.25 to \$2.50 per day and demanded an increase to \$3 per day. This was refused and about 150 of the laborers struck. Their places were filled by other men.

Bartlett McLennan, George M. Kinghorn, Jas. A. Cuttle, A. E. Ogilvie, Farquhar Robertson and T. A. Crane of Montreal, Que., have filed articles of incorporation as the Prescott Terminal Co., Ltd., with a capital of \$100,000. The company purposes to take over the elevator at Prescott, Ont., and do a general grain forwarding business.

The Canadian Northern Railway is pushing the work of increasing its elevator capacity at Port Arthur, Ont., to completion as rapidly as possible. The company has at present two elevators at that point and are extending these to form under one roof a single mammoth elevator with a total capacity of 7,000,000 bushels. The Barnett & Record Co. of Minneapolis has the work in charge.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month.]

Ernst Meyer, Oak, Neb.
H. L. Langerhans, Barry, Ill.
Jno. F. Pritsch, Palatine, Ill.
J. L. Hisey, Muskegon, Mich.
H. S. Cover, South Bend, Ind.
Gaston Musson, New Orleans, La.
J. D. Shanahan, Chief Grain Inspector, Buffalo, N. Y.
W. J. Duffy, Chief Grain Inspector, Philadelphia, Pa.
W. L. Richeson, Chief Grain Inspector, New Orleans, La.
Jno. O. Foering, ex-Chief Grain Inspector, Philadelphia, Pa.
H. T. Lawler, Jr., of H. T. Lawler & Sons, New Orleans, La.
C. B. Jenkins, Prest. Ohio Grain Dealers' Association, Marion, O.

IN THE COURTS

Beilfuss Bros., grain commission merchants and dealers in agricultural implements at Thorpe, Wis., have filed a petition in bankruptcy in the United States court at La Crosse, Wis.

A petition in bankruptcy has been filed against John E. Coker, a wholesale grain merchant of Rome, Ga. His assets are placed at \$2,500. A recent fire is said to be the cause of his failure.

Murphy & Ryburn, grain dealers at Glenwood, Ind., have begun suit against the C. H. & D. R. R. Co. for \$600 damages for alleged delay in forwarding a carload of shelled corn to its destination last December.

The case of Fred Kohlmeier against the Northern Grain Co. has been settled. Kohlmeier fell down a shaft in the company's elevator at Manitowoc, Wis., last winter and was severely injured. He asked \$10,000 damages.

The Rock Island Railroad has been granted an injunction against the Preston Elevator, Grain & Live Stock Co. of Preston, Kans., to prevent that concern from erecting an elevator on the railroad company's right of way.

The Georgetown Grain Co. of Georgetown, Texas, has brought suit against the International & Great Northern and M., K. & T. R. Rs. for \$220 damages, alleging delay in a shipment of cane seed from Fort Scott, Kans., and also that the seeds were wet and damaged to such extent as to render them unfit for planting, for which purpose they were ordered.

A complaint has been entered with the Interstate Commerce Commission by W. J. Koch & Co., merchants of Philadelphia, against the Pittsburg, Cincinnati, Chicago and St. Louis Railroad and the Pennsylvania Railroad, charging illegal discrimination in freight rates on grain between Harrisburg and New York, Philadelphia and Baltimore.

David H. Stuhr of Davenport, Ia., has begun an action against Richard Fitzgerald, asking for an accounting of their partnership, the D. H. Stuhr & Son Grain Co.; for a receiver for the said company; and for an injunction restraining said Fitzgerald from interfering with him (Stuhr) in the possession of elevators at Hammond, Ill., and Davenport, Ia.

The court of appeals at Toronto, Canada, on September 14 reversed the judgment in the action of the Midland Navigation Co. against the Dominion Elevator Co. In 1901 the Midland Queen contracted for a cargo of wheat from the defendants. The plaintiffs claimed the steamer could not get near the dock to take the cargo, and they recovered \$4,590 at the trial. The court reversed this and gave the defendants \$50 damages.

County Attorney Rea of Hays, Kans., has caused the arrest of I. M. Yost, J. B. Fox, Ed F. Madden and William Roenfield, wheat buyers, and J. H. Shratt, agent for the Union Pacific Railroad at that place, under the anti-trust laws of Kansas. The complaint was sworn to by G. M. Cox, a grain buyer, charging the others with restricting the trade and of buying grain. They all gave bond for their appearance in the district court.

An order to show cause why the Great Northern Elevator Company should not be dissolved was issued at Buffalo on October 5, on a voluntary dissolution petition. The order is returnable on January 18, 1904. The Great Northern Elevator Company was organized September 23, 1897, and was disposed of last winter to the Mutual Elevator Company of which Charles M. Heald, formerly of the Flinto & Pere Marquette Railroad, is president.

Some time ago George H. Phillips of Chicago brought suit against O. J. Baird of Williamsfield, Ill., one of Phillips' former customers, who was caught in the slump, and obtained a judgment of \$20,000 against him. In order to satisfy the judgment 560 acres of land owned by Baird were levied upon, and 320 acres were recently sold. Ulrich King, the trustee for the creditors of Phillips, brought the tract in. The case is now before the appellate court.

Further petitions against Thomas A. Cleage of the Thomas A. Cleage Commission Co. of St. Louis have been filed in the circuit court in that city. H. C. Bennett and J. M. Smith of Los Angeles, Bennett sues for about \$9,000 and Smith for about \$6,000. The petitioners claim that Cleage has not had a long and valuable experience as a grain broker; that he was not a member of the St. Louis Merchants' Exchange or of any other exchange; and affirms that Cleage never had the right to invest the money sent him personally, and that the Thomas A. Cleage Commission Co. was a fiction, used for the purpose of getting money so that he could use it for his personal benefit. The main object of the suit is to prove that there never was

any such a concern as the Thomas A. Cleage Commission Co. in existence.

The Nye & Jenks Grain Co. of Chicago have commenced suit against the town of Washburn, Wis., in the United States district court at Madison, Wis., to set aside a tax levied on the grain in the company's elevator at Washburn, Wis. The assessor placed a value of \$80,000 on the grain in the elevator last spring and the grain company claims that the grain in question was in transit and not assessable, under the provisions of the Interstate Commerce act. The town persisted in its claims and the suit in equity resulted.

William O'Neal of Bloomington, Ill., and William A. Booth of Glen Avon, Ill., jurors in a damage suit brought by Oscar A. Green against John E. Tjardes, were arrested on October 2 on the charge of soliciting a bribe from the attorneys for the defense. Booth was found to be innocent and released on his own recognizance, but O'Neal was held under bonds of \$2,000. The principals in the case are from Saybrook, Ill. The sons of Green dealt in grain on the Chicago Board of Trade, Tjardes acting as their agent. The young men lost a considerable sum and their father brought suit to recover \$6,000.

In the Vermilion county circuit court of Danville, Ill., on September 18, a jury returned a verdict in favor of Pringle & Browning, commission merchants of Chicago, against J. W. Davidson of Danville. The suit was brought to recover \$21,875 for losses on the account of Davidson in the purchase and sale of grain. He gave a note for the amount of his indebtedness and then refused payment, pleading gambling. The jury held that all trades made by the brokers on the Chicago Board of Trade were legal transactions and not gambling. The judgment was for the full amount claimed.

The Turtle River (Minn.) Supply Co. has brought an action against the Loftus-Hubbard Elevator Co. of St. Paul to recover \$804, which sum the plaintiff alleges was lost by the failure of the defendant to fill an order for oats. The plaintiff states that it entered into a contract, November 12, 1902, by which the defendant was bound to deliver 20,000 bushels of sacked oats to Farley, Minn., at 33 cents per bushel. The defendant did, in fact, deliver 4,955 bushels, but failed to deliver the balance, and meantime oats rose in price so that when the plaintiff bought oats necessary to make up the 20,000 bushels needed in its business it was obliged to pay \$804 more.

Can railroads be compelled to provide side tracks for private grain elevators and other industries along their lines? is a question which has been raised in an action brought before the Iowa Railroad Commission from Mahaska county, Iowa, by a firm of grain dealers against the Iowa Central Railroad. The firm, which owns an elevator at Sharon, Iowa, asks for \$10,000 damages for injuries alleged to be due to the refusal of the railroad company to operate and maintain a spur from the main track to the elevator and stockyards of the plaintiffs. Should the Railroad Commissioners decide that the Iowa Central must maintain the track, it is said, many other industries will file similar petitions.

The Farmers' Co-operative Shipping Association of Mullinsville, Kans., has filed a claim with the State Board of Railroad Commissioners against the Rock Island Railway, asking for \$1,224 damages because it alleges the railroad company failed to furnish grain cars for shipping wheat when requested. The Shipping Association claims that it has frequently requested cars, but that the railroad company has not furnished them, and as a result it has had to pile much of its grain on the ground and that the business of the Association has been practically suspended since the day the first request for cars was made (August 26). It is alleged by the Association that it has sustained an actual loss of \$100 per day since August 28 and asks \$1,200 damages on this account and also \$24 per day demurrage on the cars, making a total of \$1,224.

Acting under orders from Circuit Attorney Folk, the sheriff raided the offices of the Rialto Grain and Securities Co. at St. Louis on September 30. The books were seized and the officers hauled before the grand jury, which body on October 3 indicted Hugh C. Dennis, president of the company, on five counts, three for grain larceny, one for conspiracy to defraud and one for running a bucket-shop. The complaining witnesses are Glen J. Milligan, Scribner, Ia.; Leslie Perrine, Wheeler, Ill., and E. J. Millard, Glenwood, Ia. Maj. Dennis gave bonds, and subsequently began an action in the Circuit Court against the sheriff and Circuit Attorney Folk and his assistant, for \$30,000 actual and \$20,000 punitive damages. The members of the present grand jury are named as co-defendants. The petition charges a malicious combination to destroy the business of the Rialto company and to bring the plaintiffs into disrepute, etc. Maj. Dennis also began suit against the same defendants for \$25,000 actual and \$25,000 punitive damages, charging that they "deprived him of his liberty and subjected him to great odium."

FIRES--CASUALTIES

F. J. Manning's elevator at Charlestown, W. Va., was damaged by fire on the night of September 30. The loss is \$500 covered by insurance.

Grundy & Son's elevator at Carroll, Ohio, was burned on the morning of October 4. The origin of the fire is unknown. The loss on the building and contents is \$10,000 with insurance of \$5,000.

An elevator at Eldorado, Ill., owned by Skelton & Warren, and operated under lease by Showers & Hardy, burned on the night of September 24. The building contained about 2,000 bushels of wheat.

Weber & Peirano's Elevator at Wilson, Kans., was slightly damaged by fire recently. The fire was caused by friction of a belt against some boards and was extinguished shortly after being discovered.

Three small warehouses on the right-of-way of the Texas & Sabine Railroad at Corrigan, Texas, owned by J. W. Colby, were burned on September 23. They contained a quantity of hay, grain and rice. The loss is \$3,000 with no insurance.

R. Ably & Sons' elevator and lumber yard at Dwight, Nebr., was destroyed by fire on October 1. The elevator contained about 20,000 bushels of oats and 4,000 bushels of corn. The loss was \$13,000 with \$2,000 insurance. The firm will not rebuild.

The Hunter Milling Co.'s elevator at Wellington, Kans., was slightly damaged recently by a fire that started in the cleaning machinery and which was caused by an overheated journal. It was extinguished by the company's employees. The loss is small.

Howard L. Troxell, who has charge of E. D. Hamlin's elevator at Malta, Iowa, a small station on the State Center branch of the Iowa Central, caught his hand in a pulley, while adjusting an elevator belt recently, and both bones in his right arm were broken.

An elevator and warehouse at Independence, Wis., were wrecked by a cyclone which swept over that city at 2:30 o'clock p. m., October 3. The damage to property is estimated at \$100,000. A boy employed in the elevator was instantly killed by a stick of wood being driven through his head.

The elevator at Paton, Iowa, owned and operated by T. S. Williams, was burned together with its contents, at 8 o'clock p. m., September 29. The origin of the fire is not known. The loss was only partially covered by insurance as there was but \$3,000 carried on the building at \$500 on the grain.

E. Beggs' elevator at Richland, Ill., caught fire on September 13, but was saved by the crew of a passing freight train who discovered the blaze and stopping their train succeeded in extinguishing the flames. The fire started from the cob burner and had spread to the wooden chute reaching from the elevator to the receptacle.

Ernest Ennis, a 15-year-old boy employed in the Montreal Warehousing Co.'s elevator at Montreal, Canada, was smothered on September 18. He fell into a grain bin a distance of 25 feet and was carried partially into the spout where the grain covered him and caused suffocation. He was dead when his body was discovered.

Two floating elevators at New Orleans, La., owned by the New Orleans Elevator Co., were burned to the water's edge on the night of September 25. The fire started in the elevator "Dora" and spread to the "Windward." The elevators had not been in use for some time but were in good condition. They had a storage capacity of 60,000 bushels each. The loss is about \$60,000 with insurance of \$20,000. The cause of the fire is unknown.

The big terminal elevator of the Updike Grain Co. at Missouri Valley, Iowa, containing 300,000 bushels of grain, was totally destroyed by fire on the morning of October 8. The fire was accompanied by a dust explosion. The loss on the building and grain is \$250,000, fully covered by insurance. There is said to be a salvage of from 25 to 40 per cent on the grain. The elevator had a capacity of 600,000 bushels.

The Paxton Flour & Feed Co.'s elevator at Trindle Springs, Pa., was burned on September 19. The fire is supposed to have been caused by a spark from a passing engine and started on the third floor of the building. The elevator contained about 2,000 bushels of wheat, 300 of corn and 400 bushels of oats. A large quantity of flour, salt and mill feed was also destroyed. All the grain was either consumed or so badly water-soaked as to be worthless. The building was a three-story brick, 60x30 feet in dimensions, and was located on the Dillsburg branch of the Cumberland Valley Railroad. The loss is about \$6,000 on the building and stock. The loss on stock is covered by insurance, while

the building was only partially insured. A new and more modern structure will be erected at once.

At a recent fire in the Standard Milling Co.'s elevator at Clarksburg, W. Va., the company's elevator was damaged to the extent of \$100 and several bins of grain were badly damaged by water. The total loss is several hundred dollars. The fire started in the elevator cupola and was extinguished before it could spread to the mills.

The Sunset Elevator at Galveston, Texas, owned by the Southern Pacific Railway and operated under lease by the Rosenbaum Grain Co., of Chicago, narrowly escaped destruction by fire on September 21, when the greater portion of the wharf and 1,500 feet of the conveyor were burned. The fire department succeeded in preventing the fire from spreading to the big warehouse. The damage is estimated at between \$75,000 and \$90,000. The cause of the fire is unknown.

The Royal Elevator Co.'s elevator at Burlington, N. D., was burned to the ground on the night of September 25. There were 2,000 bushels of flax in the elevator, but no other grain. The elevator was built this fall at a cost of about \$10,000 and the total loss is estimated at in the neighborhood of \$15,000. The fire started in the interior of the building and its origin is unknown. One report of the fire states that it was caused by a hot journal and another ascribes the cause to an incendiary. The loss is partially covered by insurance and the house will be rebuilt at once.

CROP REPORTS

It is expected there will be an increased acreage of wheat sown in Oklahoma this fall.

President Morton of the Santa Fe places the Kansas corn crop at 200,000,000 bushels.

The Massachusetts state board of agriculture reports that the corn crop is one of the poorest in years.

C. A. King & Co. say the corn crop of the world will be a full average. It will be a trifle less than last year.

After a tour over the Gould system of railroads George J. Gould states that corn is close to a fair average crop.

Corn in the southern half of Minnesota has not been seriously injured. A great deal of the crop is cut and more is safe from frosts.

B. F. Johnson, head of the Indiana section of the agricultural department, estimates the corn crop of that state at 130,000,000 bushels.

Prime says that 75 per cent of the winter wheat crop is in the ground. Wherever the wheat is up it has made a good stand. He further adds that the country has had excellent weather for maturing the corn crop.

The leading agricultural authority of France, the Echo Agricole, estimates the French wheat crop at 348,000,000 bushels, only 4,000 bushels less than last year's and about 5,000,000 bushels in excess of the crop for an average of five years.

Recent frosts have not seriously injured the Nebraska corn crop which is said to be in excellent condition. Farmers are shipping old corn in considerable volume and this is taken as a sure indication that the new crop is all it should be.

A. O. Slaughter of Chicago said, after returning from a trip through the corn belt, that he expects a crop of not less than 2,200,000,000 bushels. In addition, he says there are in the warehouses tributary to Chicago 300,000,000 bushels of old corn.

The October report for Missouri places the wheat crop at 25,100,000 bushels as compared with 56,000,000 bushels last year. The quality is 79. Corn condition is 79, against 77 last month and 104 a year ago. The acreage is 6,924,000 and 75 per cent is safe from frost.

George A. Wells, secretary of the Iowa State Grain Dealers' Association, says that oats are running all the way from 16 to 26 pounds. He believes the average weight is about 23 pounds and the yield 25 bushels to the acre. From carefully selected reports Mr. Wells estimates that corn will be a 75 per cent crop.

The Ohio department of agriculture estimates the wheat yield at 29,297,408 bushels; oats, 36,561,230 bushels; barley, 1,018,857 bushels; rye, 774,347 bushels. Corn condition is 65 per cent of an average. Oats show a yield about ten million bushels less in total product, and nearly ten bushels less in average product per acre, but the yield for this year is still only about ten per cent short of a full average per acre. The crop in many localities was affected by rust, and the grain is light in weight. Corn, except that planted very late and on poor ground, has matured fairly well and a great amount is in the shock. Many fields are late and

the corn is still green, but the present prospects for maturing are good, although there will be a great deal of chaffy and unmerchantable corn that must be consumed on the farm. The general prospect is put down at 65 per cent.

A special report has been issued by Secretary John M. True of the Wisconsin state board of agriculture, based on a number of inquiries sent to a large corps of correspondents in all sections of the state. He finds the corn crop in the southern section of the state will be 87 per cent of a full crop and in the remainder of the state 60 per cent.

In Michigan corn has matured quite rapidly and the crop generally is past danger from frost. In the principal corn producing counties corn cutting is quite general. Corn is well eared and the indications are for good yields. The soil is in fine condition for the wheat and rye seeding, and the seeds are germinating splendidly. The state report places the wheat crop at 15,700,000 bushels.

The Illinois state report, October 10, says that the corn crop in many localities is already safe from injury and the remainder is rapidly advancing toward maturity. While later reports indicate some injury from frosts, the extent of damage is inconsiderable. The outlook now is assuring and only severe and untoward weather conditions will affect the prospects. Cutting is in active operation in many localities. Fall plowing and seeding are being actively prosecuted.

The monthly report of the chief of the bureau of statistics of the department of agriculture will show the condition of corn on October 1 to have been 80.8, as compared with 80.1 one month ago, 79.6 on October 1, 1902, and a ten-year average of 77.7. The following table shows for each of the twenty principal corn states the condition on October 1 of the last two years, and that on September 1, 1903, with the ten-year averages:

States.	Oct. 1, 1903.	Sept. 1, 1903.	Oct. 1, 1902.	Ten-year Average.
Illinois	82	77	94	83
Iowa	71	67	76	81
Nebraska	76	80	86	65
Kansas	78	72	87	64
Missouri	80	76	104	81
Texas	90	91	38	71
Indiana	81	76	97	84
Georgia	86	89	65	84
Tennessee	84	91	75	78
Kentucky	80	81	82	80
Ohio	70	67	88	84
Alabama	93	99	53	79
North Carolina	84	86	84	83
Arkansas	88	90	87	74
Mississippi	94	98	57	76
Virginia	87	88	87	84
South Carolina	82	83	82	80
South Dakota	86	89	53	74
Oklahoma	71	72	79	54
Pennsylvania	79	79	86	84

United States ... 80.8 80.1 79.6 77.7

The preliminary estimate of the average yield per acre of spring wheat is 14.4 bushels, subject to revision when the final wheat estimate is made. The average quality of spring wheat is 85.5, as compared with 87.7 one year ago. The preliminary returns indicate an oat crop of about 787,000,000 bushels, or an average of 28.4 bushels per acre, as compared with 34.5 bushels one year ago, and a ten-year average of 27.8. The following table shows for each of the ten principal oat states the averages of yield per acre for the last two years, with the ten-year averages:

States.	1903. Bu.	1902. Bu.	Ten-year Average. Bu.
Illinois	26.6	37.7	31.4
Iowa	25.5	30.4	31.4
Wisconsin	32.8	39.9	33.6
Minnesota	32.3	39.0	32.2
Nebraska	29.0	34.6	24.1
Indiana	24.4	35.4	30.0
New York	34.0	40.0	28.7
Pennsylvania	28.6	37.0	28.1
Ohio	30.6	41.1	32.7
Michigan	30.5	39.7	30.1

United States ... 28.4 34.5 27.8

The average for quality is 79.9, against 86.7 in 1902. The preliminary estimate of the yield per acre of barley is 26.4 bushels, against 29.0 one year ago, and a ten-year average of 23.8. The average for quality is 85.4, against 87.3 last year. The average condition of flax on October 1 was 74.0, as compared with 80.5 one month ago, and 80.3 on August 1, 1903:

A special crop bulletin issued by the Iowa state bureau under date of October 6 says: "About half the week conditions were favorable for drying out well ripened corn, and the belated portion of the crop made fairly good progress toward maturity. The greater part of the corn crop of the state is now fully matured, and with normal drying weather a goodly portion may be dry enough to be cribbed by the 15th to the 20th of October. The

output will be unusually variable, ranging from less than half an average up to some record-breaking yields. The quality and value for feeding and commercial purposes will be materially above the much larger total of 1902. Reports indicate that, for the state at large, from ten to fifteen per cent of the crop is still green and immature, exposed to some measure of damage by killing frosts. A week of dry, warm weather would ripen a considerable part of the belated portion of the crop, though at best there is likely to be somewhat more than an average percentage of soft and unmerchantable corn in the output of this abnormally wet and cool summer."

BARLEY AND MALT

Froedtert Bros. Grain & Malting Co. of Milwaukee is erecting an office building in that city.

The Kalispell Malting & Brewing Co. of Kalispell, Mont., will build a 30,000-bushel grain elevator this fall.

John Mueller of Georgetown, Wash., has been granted United States Letters Patent No. 740,700 on a malt turner.

The Independent Malting Co. of Davenport, Iowa, is putting up a system of steel elevators for the storage of barley and malt.

The committee of dissatisfied stockholders of the American Malting Co. has sent a circular to shareholders asking for proxies for the meeting to be held at Jersey City November 12.

The directors of the Davenport Malt & Grain Co. held a meeting recently at Davenport, Iowa, and voted to increase the capital stock of the company from \$180,000 to \$300,000. The matter will be brought before the stockholders at the annual meeting in November. The directors and the majority of the stockholders favor the increase and it will probably be adopted.

IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
August, 1902	52	\$	35
August, 1903	17		14
Eight mo. end. August, 1902	5,333		3,140
Eight mo. end. August, 1903	7,676		3,950
Exports—			
August, 1902	1,592,818		776,669
August, 1903	1,552,788		876,596
Eight mo. end. August, 1902	3,503,093		1,756,885
Eight mo. end. August, 1903	3,148,334		1,798,650

BARLEY MALT.			
Exports—			
August, 1902	33,922		24,410
August, 1903	32,790		23,916
Eight mo. end. August, 1902	289,138		193,499
Eight mo. end. August, 1903	257,704		189,794

OBITUARY

B. T. Railsback, for the past 26 years a grain dealer at Hopedale, Ill., died at the home of his niece at Eureka, Ill., September 13.

Philip Benz, a member of the Chicago Board of Trade and head of the grain commission firm of Philip Benz & Co., died at his residence, 265 S. Hoyne avenue, Chicago, September 23, aged 66 years.

Charles Lewis, formerly a business man of Iowa City, Iowa, died at that place on October 2, aged 70 years. Mr. Lewis had lived at Iowa City for 35 years, but the last six years of his life were spent at Sheridan, Wyoming, where he was a member of the state legislature. The deceased was for many years a grain dealer at Iowa City and a former mayor and member of the city council of that place. He is survived by his wife, four daughters and one son.

William J. Taylor, a member of the Chicago Board of Trade, and a leading resident of Kenilworth, Ill., was killed by a North-Western train at Wilmette, Ill., on the evening of September 25. Mr. Taylor was a member of the commission firm of Wright & Taylor, with offices in the Rialto Building, Chicago. He was detained at his office later than usual and as the train on which he was riding was pulling out of Wilmette he ran to the platform of the car and jumped off, evidently thinking he was being carried by his home station, Kenilworth. In some manner he fell beneath the wheels and was crushed to death. The deceased was 36 years of age and is survived by his wife and six children.

THE EXCHANGES

Chicago Board of Trade memberships are \$3,400 bid.

A committee appointed by the St. Louis Merchants' Exchange is investigating the freight congestion, with special reference to delays in the delivery of grain.

On September 24 the sales of grain on the floor of Milwaukee Chamber of Commerce amounted to 35,000,000 bushels, or 11,000,000 more than the largest preceding day's sales.

As a result of the favorable report by the special committee of the New Orleans Board of Trade, appointed to investigate future trading in other markets, the stockholders of the New Orleans exchange have ratified the action of the board of directors in deciding to adopt future trading.

The Omaha Commercial Club has appointed a committee to arrange preliminary details looking to the establishment of a grain exchange in that city. The club will act in conjunction with the Board of Trade and it is expected the exchange will start with a membership of seventy-five, including representatives of grain firms, flour mills, distilleries, etc. The exchange will resume the daily calls which were formerly held, and will establish a system of inspection and weighing of grain.

The Minneapolis Chamber of Commerce has elected officers for the ensuing year as follows: James Marshall, president; George Piper, vice-president; J. H. Martin, W. A. Freemire, J. L. Tracy, A. H. Poehler and John R. Marfield, directors; L. Christian, L. C. Remund and A. A. Bettz, board of arbitration; Thomas N. Taylor, G. A. Duvigneaud and W. G. Timmerman, board of appeals. The installation took place Monday evening, October 12, and was followed by a banquet.

The directors of the Baltimore Chamber of Commerce have decided to continue in force the fees for inspection which have been operative during the past year. These are as follows: From cars arriving at elevators, 40 cents per 1,000 bushels. Inspection outward to vessels, 20 cents per 1,000 bushels. Mixing in elevators, 20 cents per 1,000 bushels. At local stations, per car, 40 cents. Afloat, by vessel, 40 cents per 1,000 bushels. Hay and straw, per car, 50 cents. The fees for weighing were made 20 cents per car and 20 cents per 1,000 bushels afloat.

Under an order issued by the board of directors, trading in 1,000-bushel lots of grain, or multiples thereof, has been inaugurated on the floor of the Merchants' Exchange of St. Louis. Heretofore the minimum lot in trading has been 5,000 bushels, but a large number of members petitioned the board for the privilege just granted. One of the active ones claimed that the concession had caused the sale of two memberships during the first day, and he offered \$10 for a call on a membership in ninety days at \$325. Memberships are now quoted at \$275. Persons trading in 1,000-bushel lots pay a margin of \$10 and 75 cents for the trade, if a member. If not a member, \$1.25 commission is charged.

The recent annual meeting of the Chicago Board of Trade Mutual Insurance Association resulted in the election of J. W. Broughton to succeed E. H. Brown as a member of the executive committee. Otherwise the committee remains as formerly, with J. W. Fernald its chairman. The annual report shows a present membership of 836, an increase of thirty-five for the year. During that period there were eleven deaths, a rate of 9.10-11. The membership value is \$2,950. In the eleven years of the organization \$307,322 has been paid to beneficiaries. Secretary Stevens has been particularly active in getting in "young blood" and in reducing the average age so that now the association is thought to be in even better condition than it has ever been.

The judges of the United States Circuit Court of Appeals have reversed the order of the lower court in the case of the Chicago Board of Trade vs. the Central Grain and Stock Exchange of Hammond, Ind. The Chicago Board of Trade secured a restraining order preventing the defendant from receiving or distributing market quotation, but the court of appeals ruled that the lower court had no jurisdiction in the case because of the fact that the defendant is a Delaware corporation and has no office in Illinois on whom proper service could be made. The suit was begun in Chicago last December and the only officer upon whom a subpoena was served was Charles W. Bickel, secretary of the company. The defendant at once moved the court to quash the service of the subpoena upon the ground that it was illegal, and because the defendant corporation was not doing business in the state of Illinois, and was a nonresident corporation. Notwithstanding this, the lower court referred the case to a master in chancery. The latter attempted to

secure the presence of the president of the defendant company, and when that officer would not appear for examination the court entered the restraining order. Judge Jenkins, in announcing the decision of the higher court, declared that there could be no presumption of the presence of the defendant corporation in Illinois, as it was incorporated in the state of Delaware.

PERSONAL

Christ Olson has charge of Larson & Swanson's Elevator at Pepin, Wis.

Thomas Prendergast has charge of the new Lane Elevator at Wessington Springs, S. D.

Henry Grube has resigned as manager of the United Grain Co.'s elevator at Conrad, Ill.

Alex. Williams has resigned as manager of the Anchor Grain Co.'s elevator at Wayne, Nebr.

W. Morrison has taken charge of the new elevator recently completed at Northcote, Minn.

A. C. Holdridge succeeds T. R. Beckum as buyer for the Empire Elevator Co. at Langford, S. D.

Carl Miller has taken the position of local buyer for the Wisconsin Elevator Co. at Roberts, Wis.

M. C. Boyle has resigned as manager of the elevator at Pendleton, Kans., on account of his health.

Fred Murray will have charge of the new Citizens' Elevator now being erected at White Bear, Minn.

J. L. Kroeger of Worthington, Minn., has taken charge of C. W. Gillam's elevator at Windom, Minn.

H. Schindler of Sisseton, S. D., has taken charge of the new elevator at White Rock, S. D., as wheat buyer.

O. E. Scott has removed from Farmer City, Ill., to Emden, Ill., and taken charge of an elevator at that point.

J. W. Overacker succeeds William Grob as manager of the Farmers' Elevator Co.'s elevator at Leonard, Ill.

H. R. Kinson has given up his position in the elevator at Reddick, Ill., and returned to his home at Chebanse, Ill.

N. S. Byington has accepted the position of manager of the St. Anthony & Dakota Elevator at Beltrami, Minn.

Clay Bowsher, Jr., has succeeded Joe Moorhead as manager of the elevator at Princeton, Mo., owned by H. Clay Bowsher.

John Noffz of Oconto, Wis., has accepted the position of grain buyer for the H. E. McEachron Co. at Oconto Falls, Wis.

Frank Perry of the Thrasher-Perry Grain Co. at Claremont, N. H., will spend the winter months in the Bermuda Islands.

Frank Fowler, of the Nye-Schneider-Fowler Co. of Fremont, Nebr., recently underwent a successful operation for appendicitis.

Thomas McAlpin has succeeded A. A. Jewett as manager of the Osborne-McMillan Elevator Co.'s house at Maple Lake, Minn.

E. K. Bute has been elected manager for the Farmers' Elevator Co. at Kempton, Ill. Charles Demoss will be his assistant.

E. Stockham, manager for the Updike Grain Co. at Wahoo, Nebr., recently underwent an operation for appendicitis at Omaha.

John B. Connor of Red Lake Falls, Minn., is now in charge of the St. Anthony & Dakota Elevator at Wahpeton, N. D., as grain buyer.

James Mills, who has had charge of George A. De Long's elevator at Blue Ridge, Ill., for the past four years, has resigned and removed to Danville, Ill.

L. W. Crane, local agent for the Van Dusen Elevator Co. at De Smet, S. D., has resigned and has been succeeded by Frederick Windus, of Elkton, S. D.

Herbert Johnson has taken charge of the elevator at Toronto, S. D., formerly owned by the McCaul-Webster Elevator Co., but now operated by E. A. Brown.

O. M. Atherton, who recently disposed of his grain business at Gaines Station, Mich., has purchased the grocery and dry goods store of William Roper at that place.

J. E. Duncan, who has had charge of an elevator at Dodge Center, Minn., for several years, has resigned and removed to DeClaire, Manitoba, where he will have the management of an elevator.

W. E. Pearce, who has been assistant manager for the Sheffield-King Milling Co. at Faribault, Minn., for a number of years, has taken the position of manager of the mill and elevator of the

Hubbard Milling Co. and the Hubbard & Palmer Elevator Co. at Mankato, Minn.

Charles Luther of Hudson, Mich., has taken the position of assistant manager with the McLaughlin, Ward Elevator Co. at Jackson, Mich.

Charles Hanson of Grafton, N. D., has removed to Park River, N. D., and is now in charge of the Duluth Elevator Co.'s house at that place.

S. D. Johnson, formerly in charge of an elevator at Garfield, Minn., has been appointed agent for the Prairie Elevator Co. at Alexandria, Minn.

F. A. B. Paterson, who has been secretary of the Farmers' Elevator Co. at Fairmont for a number of years, has resigned and is succeeded by N. C. Peterson.

Bert Harnett has resigned as manager of the Baker-Crowell Grain Co.'s elevator at Vliets, Kans., and taken the position of foreman on the Baker ranch near Edmund, Kans.

John F. Larson, who has been in the employ of Counselman & Co. at Gowrie, Iowa, has removed to Bristow, Nebr., and accepted a position with the Trans-Mississippi Grain Co.

O. N. Smith has resigned as agent for the A. J. Poor Grain Co. at Delphos, Kans., and removed to Oklahoma City, Okla., where he has taken charge of a wholesale lumber business.

Arthur Sargent, who has been in charge of C. H. Cox's grain and hay business at Haverhill, Mass., for a number of years, has resigned to take charge of a large granary and elevator at St. Albans, Vt.

Stephen J. McTiernan, who has been one of the representatives of Huntley Manufacturing Company of Silver Creek, N. Y., in Chicago since 1900 is now secretary and general manager of the Tri-State Grain Co. of this city.

Henry Oelfke of Emmetsburg, Iowa, has accepted a position with the D. Rothschild Grain Co.'s elevator at McCausland, Iowa. Mr. Bethel, who formerly held the position taken by Mr. Oelfke, has been transferred to the company's cleaning house at Davenport, Iowa.

John D. Kitt, for some years manager of the Western Elevator Co.'s Elevator "C" at Winona, Minn., has resigned to accept the position of traveling wheat inspector with the Bay State Milling Co. of Winona. Mr. Kitt will have his headquarters at Sleepy Eye, Minn.

W. P. Buckingham, who has been in charge of the Duluth Elevator Co.'s elevator at Park River, N. D., has been transferred to the company's mixing house at Willmar, Minn. Mr. Buckingham had been manager of the elevator at Park River for nineteen years. His new position is a promotion.

SEEDS

C. A. King & Co.'s circular of October 10, stated that clover seed reached \$7 during the week ending on that date.

C. P. Coy & Son have removed their seed house from its former location near Waterloo, Nebr., to their recently acquired site in that city.

The Emerson Seed Co. of Waterloo, Nebr., will, it is reported, remove to Fremont, Nebr. The company is now erecting a seed house at a cost of \$7,000 on a site recently purchased in that city.

Gilbert S. Mann, Frederick E. Cooper and Ellen K. Mann have filed articles of incorporation at Portland, Ore., as the Mann Seed Co. The company is capitalized at \$10,000 and will deal in seeds, bulbs, trees, etc.

The receipts of clover seed at Toledo, Ohio, for this season up to October 10, were 28,500 bags, as against 22,400 bags a year ago. The receipts of alsike at Toledo this season to October 10 were 3,900 bags, against 7,800 for the same period last year.

The Haven Seed Co. of South Haven, Mich., has removed its headquarters to central California. The company will continue to grow seeds at South Haven and maintain a branch office at that place, but the greater part of the seeds will be raised in California.

The John H. Allen Seed Co.'s warehouse at Sturgeon Bay, Wis., was destroyed by fire at an early hour on the morning of September 22, entailing a loss of fully \$21,000. About 6,000 bushels of seed peas, valued at \$15,000 were destroyed. The building was valued at \$4,000 and the machinery at \$2,000. The loss was covered by insurance.

The St. Louis Seed Co. has been chartered at St. Louis, Mo., with a capital of \$18,000, to deal in seeds, plants, agricultural implements, etc. The incorporators and the amount of stock held by each are as follows: Fred S. Plant, Webster Groves, Mo., 149 shares; William F. Nichol, St. Louis, Mo., 30 shares, and N. V. Plant, Webster Groves, Mo., one share.

HAY AND STRAW

Boston hay and grain teamsters organized a union on September 18.

Ross Bros. & Wilson succeed the firm of Ross Bros. in the hay trade at Emporia, Kans.

The Illinois Hay & Grain Co. is building a hay warehouse, 200x60 feet in dimensions, at Cairo, Ill.

The hay crop in the vicinity of Moscow, Idaho, is reported to be the largest ever raised in that section.

F. M. Greenough & Co., wholesale hay dealers, have moved their offices from Vassar, Mich., to Toledo, Ohio.

Leo McDaniel, wholesale dealer in hay and grain at Cairo, Ill., is erecting an addition, 50x200 feet, to his present hay warehouse.

Early & Daniels of Cincinnati, Ohio, recently received the Government contract for a quantity of hay and grain. The bid of this firm was \$115,000.

The Hathaway & McKenzie Grain Co. has been chartered at New Bedford, Mass., to deal in hay and grain. The company is capitalized at \$50,000.

A recent report from Walla Walla, Wash., states that hay prices are high at that point. The buyers are paying \$16 per ton for alfalfa and \$20 for timothy.

The committee on hay and straw quotations of the Baltimore Chamber of Commerce for the current month are Emory Kirwan, Thomas W. Campbell and C. S. Schermerhorn.

The Daniel McCaffrey's Sons Co. of Pittsburg, Pa., has been awarded the contract for supplying the City of Pittsburg with hay, grain and feed for one year. The contract price is \$100,000.

The hay and grain firm of Strauss & Joseph at Cleveland, Ohio, has been dissolved, Mr. Joseph retiring. The business will be continued by Mr. Strauss under the style of H. M. Strauss & Co.

A report from Heppner, Ore., states that hay is very high there, and unless there is sufficient rain soon to start the grass the price will go much higher. The present price is from \$12 to \$13 per ton.

On account of recent wet weather which badly damaged the second crop, the price of hay in the vicinity of Sioux City, Iowa, has advanced in price and a still further advance is looked for. Choice upland sold recently there at \$10 to \$12 per ton.

The Hay Committee of the New Orleans Board of Trade met on September 30 and adopted the grades passed by National Hay Association at its convention in June. The rules for grading will be submitted to the board of directors for ratification.

W. A. Bunting & Co. of Kalamazoo, Mich., have completed new hay warehouses at Delton and Cloverdale, Mich., on the C. K. & S. Railway. The firm has also leased a large warehouse at Hastings, Mich., which will be used for hay storage purposes.

New York commission rates on hay and straw have been advanced \$2.50 per car of 10 tons, the new rate being \$7.59. On all cars of more than 10 tons the rate is 75 cents per ton. The vote on the proposition to change the rate was 452 for and 54 against.

The large hay warehouse at Dorchester, Texas, owned by W. H. Bean of Howe, Texas, was destroyed by fire, together with its contents, on September 14. The structure contained about 40 tons of new hay. The fire is supposed to have been caused by sparks from a passing engine. There was no insurance.

The market letter of T. D. Randall & Co., Chicago, Oct. 12, says:—Total receipts of hay and straw today, 89 cars. Inquiry continues good for both timothy and prairie of the better qualities. Choice timothy, \$12.00@13.00; No. 1, \$11.00@12.00; No. 2 and No. 1 clover mixed, \$9.00@10.00; choice western prairie hay, \$12.00@12.50; No. 1, \$11.00@12.00; No. 3 and No. 2, \$8.50@10.00; packing hay, \$6.00@7.00. Straw market very active; tangled rye, \$8.50@10.00; oat or wheat, \$6.00@6.50. The outer yards of all the railroads are now pretty well cleaned up. With stored stocks reduced to a very low minimum means that we should have a good healthy market for some time to come.

The Orange Judd Farmer recently summed up the hay crop of 1903 as follows: "The acreage devoted to hay this year, as finally reported by our country correspondents, shows a slight increase over the breadth of last year. The census of 1900 for the first time included as hay not only the acreage which has been heretofore considered as forming the hay crop, but wild hay, prairie and salt marsh, millets, small grains cut for hay, and the acreage devoted to the production of forage plants. Last year the Orange Judd Farmer made its estimate of the hay crop of 1902 upon the basis

of this new division of hay, but feeling that some, at least, of these products should not properly be classed as part of the hay crop, it has been decided among crop reporting authorities generally to continue to report hay upon the basis of the cultivated grasses. Upon that basis the acreage this year is estimated at 40,037,000 acres. This is about one-half of 1 per cent larger than the breadth of similar grass crops last year. The crop from this approximates 57,800,000 tons. In a general way the conditions governing the hay crop this year were exceedingly favorable west of the Allegheny mountains, and equally unfavorable to the east of that region, up to June, when a decided change for the better took place. In the western district a large crop was generally secured in unusually good shape, although much rainfall in the northern part has interfered somewhat with the second cutting of grasses where that is practiced. The season for hay production in the West was marked by usually sufficient rainfall during the early growing period and by fairly good weather for saving the crop. The exceptions to this condition lay in portions of the Ohio valley and in Missouri, where the June drouth somewhat shortened the crop, and in the northern belt, especially Iowa, where too much rainfall interfered to some extent with the saving of the crop. In New England and the eastern states the long spring drouth of this year shortened somewhat the yield of hay, but the crop is turning out better than earlier seemed possible; this due to improved conditions in the weeks immediately preceding harvest. In some of the western states, especially in the Northwest, farmers depend very largely for their hay for farm purposes upon the natural or prairie hay. A large part of this is secured in sloughs and low places, but this year the excessive rainfall, which has characterized the season almost from the beginning, has made it impossible to secure this natural crop as abundantly as usual, and the result is a comparatively short crop of natural hay in Wisconsin, Minnesota and the Northwest generally. This shortage in forage which is provided for farm use will necessarily result in an increased demand from that section for the cultivated hay."

The hay crop of 1903 as reported by correspondents of the Dederick Hay, Straw and Grain Reporter of Albany, N. Y., is practically as follows: The Maine hay crop as reported by five counties states that there is a surplus for shipment and that the quality is good. The reports from seven counties in New Hampshire state that quality and condition is from fair to good with no surplus for shipment. Ten counties in Vermont report the quality from fair to good with one exception which reports the quality as poor. Six of these report no surplus and four state there is a surplus for shipment. The Massachusetts crop as taken from the reports from four counties is from good to fair as to quality and condition. The Connecticut crop is reported fair to good by one, with a surplus for shipment from only one county. The New York crop is reported from twenty counties, sixteen of which have a surplus for shipment. The New Jersey crop as given from six counties is from fair to good with four counties having a surplus. Sixteen Pennsylvania counties are reported on, seven of which have a surplus for shipment. In Maryland only four counties are reported on and of these only one has any surplus and this is of average quality. In Virginia nineteen counties have no surplus for shipment. West Virginia has a surplus in only two out of ten counties heard from. Fourteen North Carolina counties are reported on and only one has a surplus for shipment. The quality is from fair to good. The South Carolina crop is from fair to good as to quality in most instances but with none for shipment. The Georgia crop as reported from twenty-four counties is from fair to good as to quality, six have a surplus for shipment. The Florida crop in nine counties heard from is from good to fair and fine as to quality and condition and two out of the nine have a surplus for shipment. Alabama and Mississippi have no hay for shipment. In six Louisiana of counties on which a report is made only one has a surplus. The crop of Tennessee as reported from sixteen counties is from good to fair as to quality. Six counties have a surplus. Arkansas reports show a surplus in eight counties out of seventeen. Kentucky's crop for 1903 as taken from the reports from thirty-one counties shows a surplus in only five of these. The crop of Texas from report in thirty-four of its counties is estimated as larger than last year in twenty-two, several reporting from 25 to 50 per cent more and one 75 per cent more than 1902. Nine counties only have a surplus for shipment. Ohio's crop is given as good as to quality in twelve counties, fair and average in seven and poor and weedy in three. Seventeen have a surplus for shipment. Ten counties report a smaller yield than last year, five more, and nine the same as 1902. Indiana reports from twenty-four counties shows a surplus in seventeen. The quality and condition is from good to fair. As to yield, eight have more hay than last year, nine about the same as last season and seven counties

report less yield than in 1902. Illinois reports from twenty-four counties are good to fair in quality and all but two of the twenty-four have a surplus for shipment. The Michigan crop in twenty counties reported on shows a surplus in twelve and quality and condition ranging from good to fair. Eighteen Missouri counties report only six having a surplus for shipment. All but two report the quality as from fair to good and medium. Fifteen Wisconsin counties were reported on and eight of these have a surplus for shipment. The quality and condition is from good to fair in most of the counties. In Minnesota eighteen counties were reported on and nine of these have a surplus. The quality is good, fair or excellent in all counties but one of those reported. The reports of thirteen Iowa counties show a surplus in ten and the quality and condition from good to fair in all. Seven Kansas counties show five having a surplus and the quality in the main to be good. Nebraska reports of eight counties show four with a surplus for shipment. Three report quality good, three fair and excellent and one bad. California has a crop about the same as last year. Of the four Colorado counties on which reports were made two have a surplus and all report good to fair quality. South Dakota with three counties reported on has no surplus and the quality and condition is from fair to good. Two of Montana's counties are reported and the quality in both is good. One has a surplus. Oregon with two counties reporting has about the same yield as in 1902. The condition and quality is fair and one county has a surplus for shipment. Two Wyoming counties reported on have no surplus. The Canadian reports from various points in Ontario, Quebec, Prince Edwards Island, Nova Scotia, Manitoba and British Columbia, show a surplus at twelve and none at fourteen points. The quality is from fair to good and the yield at sixteen points was less than in 1902. Ten others report about the same yield as last year.

REVIEW OF CHICAGO HAY MARKET.

The prices for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows: Quotations at the close of the week ending September 19 ranged as follows: Choice timothy, \$11.50@12.00; No. 1 timothy, \$10.00@11.00; No. 2 timothy, \$8.00@9.50; No. 3 timothy, \$6.00@8.00; choice prairie, 9.50@10.00; No. 1 prairie, \$8.50@9.00; No. 2 prairie, \$7.50@8.00; No. 3 prairie, \$6.00@7.00; No. 4 prairie, \$5.00@5.50. Inside prices on prairie hay for state and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$3.00@11.50 for poor to choice timothy; \$7.00 for clover hay, and \$7.25@10.00 for fair to choice Kansas prairie hay. Rye straw sold at \$8.50@9.50, wheat straw at \$6.00, and oat straw at \$5.50@5.75. The receipts for the week were 4,129 tons, against 4,671 tons for the previous week. Shipments for the week were 205 tons, against 253 tons for the previous week. There was good demand for choice grades during the week and prices ruled steady.

Quotations at the close of the week ending September 26 ranged as follows: Choice timothy, \$11.50@12.00; No. 1 timothy, \$10.00@11.00; No. 2 timothy, \$8.00@9.50; No. 3 timothy, \$6.00@8.00; choice prairie, \$10.00@10.50; No. 1 prairie, \$9.00@9.50; No. 2 prairie, \$7.50@8.50; No. 3 prairie, \$6.00@7.00; No. 4 prairie, \$5.00@5.50. Inside prices on prairie hay for state and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$3.50@12.00 for poor to choice timothy; \$7.00 for clover hay, and \$7.50@10.50 for Kansas prairie hay. Rye straw sold at \$8.50@9.50, and oat straw at \$6.00. The receipts for the week were 3,294 tons, against 4,129 tons for the previous week. Shipments for the week were 78 tons, against 205 tons for the previous week. The market for timothy hay ruled steady and prairie hay was firm throughout the week.

Quotations at the close of the week ending October 3 ranged as follows: Choice timothy, \$12.00@12.50; No. 1 timothy, \$10.00@11.50; No. 2 timothy, \$8.00@9.50; No. 3 timothy, \$6.00@8.00; choice prairie, \$10.00@11.00; No. 1 prairie, \$9.00@9.50; No. 2 prairie, \$7.50@8.50; No. 3 prairie, \$6.00@7.00; No. 4 prairie, \$5.00@5.50. Inside prices on prairie hay for state and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$5.00@12.50 for poor to choice timothy; \$7.00 for clover mixed, and \$5.50 for mixed hay, \$5.50 for threshed timothy, and \$9.00@10.50 for poor to choice Kansas prairie hay. Rye straw sold at \$5.00@9.50 for poor to good, and oat straw at \$6.50. The receipts for the week were 3,907 tons, against 3,294 tons for the previous week. Shipments for the week were 307 tons, against 278 tons for the previous week. The market for timothy and prairie hay was firm during the first part of the week and later the arrivals of all descriptions were quite brisk.

Quotations at the close of the week ending October 10 ranged as follows: Choice timothy, \$12.00@12.50; No. 1 timothy, \$11.00@11.50; No. 2 timothy, \$5.00@10.00; No. 3 timothy, \$6.00@8.00; choice prairie, \$10.50@11.50; No. 1 prairie, \$9.50@10.00; No. 2 prairie, \$7.50@8.50; No. 3 prairie, \$6.00@7.00; No. 4 prairie, \$5.00@5.50. Inside prices on prairie

hay for state and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$7.50@12.50 for poor to choice timothy, \$7.50@8.50 for state, and \$10.00@11.50 for Kansas prairie hay. Straw was in good demand and scarce. Prices higher. Rye straw sold at \$7.00@10.00 for poor to good, and oats straw at \$6.00@6.50. The receipts for the week were 4,411 tons, against 3,907 tons for the previous week. Shipments for the week were 235 tons, against 307 tons for the previous week. The arrivals of timothy hay were only moderate and the demand was good. Scarcely any prairie hay was offered and the inquiry was good.

TRANSPORTATION

The Burlington Route has placed an embargo on grain shipments to or through Kansas City and St. Louis, applying to all grain except that shipped in foreign cars and billed through. The purpose of the embargo is to relieve the grain congestion.

The railway line boats have practically withdrawn from the grain trade on the Great Lakes, perhaps for the remaining days of navigation. Package freight at this time of the year usually provides these boats with all the business they can handle, and this year has not proved an exception.

Both the Grand Trunk and Canadian Pacific Railways have announced that commencing October 8, the tariff on grain will be increased from points in Ontario to the Maritime Provinces. At present the rate is one-half cent per 100 pounds, but this will be increased from different points as high as two cents.

At a meeting in New York on October 6 it was decided by the trunk line grain committee to extend the present reduced grain rate from Buffalo and Erie to the seaboard to November 15. From November 6, however, to November 30, inclusive, the rate will be advanced $\frac{1}{2}$ cent per bushel, with a probable additional advance of $\frac{1}{2}$ per cent on December 1.

Shippers who have grain at Buffalo have been finding great difficulty in securing cars to transfer the grain farther East. The situation greatly interferes with the cash business at that market. The railroads report a general feeling that there will be as great a congestion in freight traffic this winter as there was last, the railroads having more business than they can handle.

Owing to the serious congestion at Baltimore, the Pennsylvania Railroad has placed a temporary embargo on oats, rye and wheat to that point for domestic consumption. The embargo is the result largely of increased business and failure on the part of the consignees to promptly discharge the cars. It is expected that the congestion will be sufficiently reduced in a few days to permit of the embargo being raised.

The Chicago Great Western Railroad, having succeeded in gaining an entrance into Omaha, has started after the grain business of the state, and is said to be prepared to make such rates as will secure the business. The present rate on corn between Omaha and Chicago is 14 cents. It is said the Great Western will reduce this to 9 cents as soon as its through line is perfectly ballasted. All Nebraska railroads have Chicago lines, and the Great Western, expecting no business from them, is compelled to make its own business.

The greatest activity for a single day's business in years occurred in vessel chartering by the grain trade at Chicago on September 28. The end of the Masters' and Pilots' Association's strike on the vessels of the United States Steel Corporation enabled Chicago shippers to meet all requirements of the trade for the month. With a large number carried over from Saturday (26) eighteen boats were reported chartered for grain loads, their total capacity representing nearly 1,700,000 bushels of corn. Business in the grain trade for the last week of September was the largest in years. Owners of small boats are liable to have to drop out of the trade unless some of the big carriers are withdrawn as the terms of settlement with the Masters' and Pilots' Association and the advance in sailors' wages very seriously effects the smaller boats.

At the meeting of the Eastern traffic officials at Chicago on September 30, the proposition to continue the present grain rates until the close of navigation was considered and action was postponed until the next meeting on account of some opposition. The rates were to have been advanced 2 cents per hundred pounds, but owing to the competition of the Gulf roads and the protest of the grain and flour exporters of New York, Philadelphia, Baltimore, and other Eastern seaboard points it was decided to keep the old rates in effect until November 1. Traffic officials of east-bound roads are inclined to believe it would be unwise to ad-

vance the rates before the close of navigation, when the business now going to the lake lines will have to be shipped by rail. In former years little difficulty was experienced in maintaining higher rates after the close of navigation, but conditions have changed since the Gulf lines have become competitors for the export grain and flour traffic. Owing to their much shorter mileage from the Missouri river and points in the West to the Gulf ports they are in a position to make lower rates than the roads running to Atlantic seaports. It is not probable that the Eastern roads will make any advance in the export grain rates this winter.

The revised Canadian Pacific grain and flour tariff went into effect on October 8. It shows an average reduction of 2 cents per one hundred pounds in Manitoba, and 3 cents in the territories. The new tariff does not, as was expected, meet the 10 cent tariff of the Canadian Northern Railway, which was recently put into effect, but is really 1 cent higher. There will be a 10-cent rate on wheat and flour from Winnipeg eastward on the main line, which

different lines will be at liberty to go to the Western shippers and offer them inducements to send their grain through Boston, New York and the other American ports.

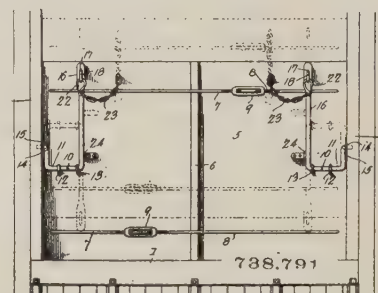
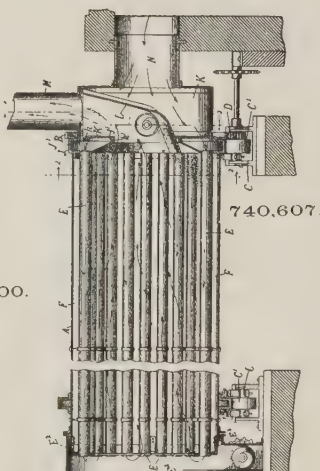
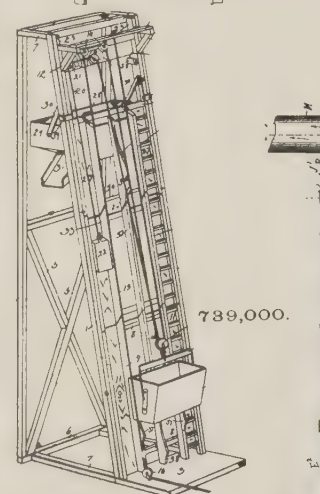
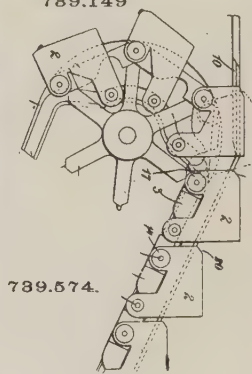
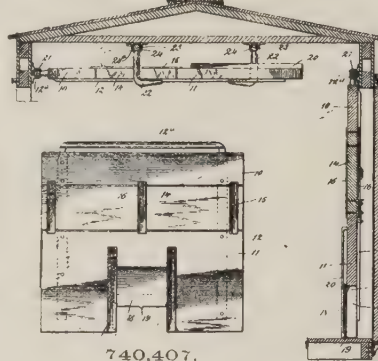
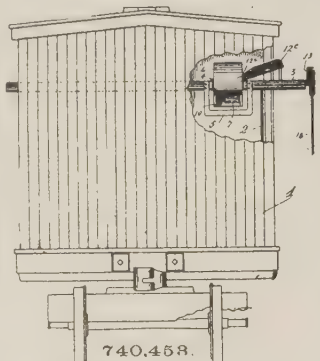
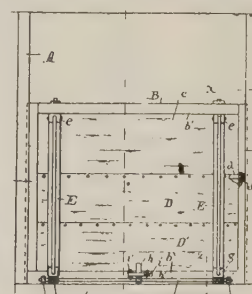
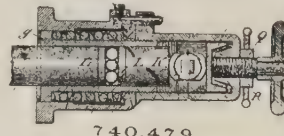
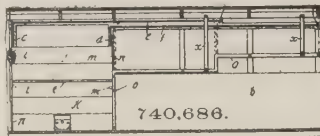
LATE PATENTS

Issued on September 15, 1903.

Grain Car Door.—Edward J. Geshe, Wykoff, Minn. Filed Jan. 12, 1903. No. 738,791. See cut.

Drying Apparatus.—Max Hecking, Dortmund, Germany, assignor to Adolphus Busch, St. Louis, Mo. Filed Sept. 6, 1900. No. 738,800.

Appliance for Elevating and Discharging Grain and the Like.—John Haviland, Northampton, and



affects only Winnipeg and Beausejour, and is of little consequence. It would appear that the tariff was prepared in accordance with an arrangement made between the C. P. R. and C. N. R., and, instead of meeting the 10-cent rate the Canadian Northern has canceled the 10-cent tariff, and increased its rate to meet the new one prepared by the Canadian Pacific traffic officials. A circular issued by the Canadian Northern advances the 10-cent rate to 11 cents, making it equal to the Canadian Pacific reduced rates.

The Atlantic steamship lines will, it is reported, abolish their minimum grain rate agreement on October 15. The rate was known as the "penny-half-penny" rate and its abolition will greatly benefit Boston, New York and other cities of the Atlantic seaboard. This is a great victory for the shipping interests of the above cities. Ever since the Ocean Steamship Freight conference, which is controlled by the International Mercantile Marine Co., declared, over a year ago, that in the future no line should accept grain for less than a penny-half-penny, which is a little over three cents per bushel, the grain merchants have been protesting against what they termed an arbitrary attempt to regulate the laws of supply and demand, and at last their protests have been effectual, reinforced as they are by the fact that grain cannot be secured for the steamers at the minimum rate. The abolition of the minimum rate means that the agents of the

Frederick H. Haviland, Bournemouth, England, and John Farmer, Glasgow, Scotland. Filed July 15, 1902. No. 738,798.

Elevating and Dumping Apparatus.—Russell Hollopeter, Fostoria, Ohio. Filed Dec. 19, 1902. No. 739,000. See cut.

Grain Car Door.—Frank W. Canales, Portland, Me. Filed Jan. 19, 1903. No. 739,149. See cut.

Issued on September 22, 1903.

Traveling Conveyor.—Edwin Baltzley, Washington, D. C. Filed July 3, 1903. No. 739,574. See cut.

Issued on October 6, 1903.

Grain Door.—Joseph E. Drake, Blue Rapids, Kans. Filed Aug. 16, 1902. No. 740,407. See cut.

Grain Loader for Cars.—Hans L. Moebeck, Wen, Minn. Filed Feb. 5, 1903. No. 740,453. See cut.

Quick Release Device for Grinding Mills.—Simon Snyder, Muncy, Pa., assignor to Sprout, Waldron & Co., Muncy, Pa. Filed June 26, 1902. No. 740,479. See cut.

Drier.—John E. Turney, Louisville, Ky. Filed June 13, 1903. No. 740,607. See cut.

Elevator Bucket.—John F. White, Bloomington, Ill., assignor to U. S. Portable Elevator Co., Bloomington, Ill. Filed Feb. 28, 1903. No. 740,499.

Grain Door.—James O. Oakley, Montreal, Canada, assignor of one-half to John Westgate and Chas.

Leander Higgins, Montreal, Canada. Filed June 26, 1902. No. 740,686. See cut.

Grain Bin Ventilator.—Henry A. Hannum, Cazenovia, N. Y. Filed May 21, 1903. No. 740,754.

Platform Scale.—Carroll H. Vincent, Moline, Ill. Filed July 22, 1901. No. 740,955.

FLAXSEED

A report from Morris, Minn., states that some of the flax has been injured by the frosts.

A recent report from Williston, N. D., states that the late rains and cold weather has ruined most of the green flax in that section of the state.

The North Carolina Flax Co. has been chartered at Jersey City, N. J., with a capital of \$5,000. C. M. King, E. H. Westlake and J. G. Greenburg are the incorporators.

Professor Bolay of the U. S. Department of Agriculture is traveling through the various provinces of Russia and Siberia investigating the Russian methods of flax culture.

Imports of flaxseed for the month of August were valued at \$1, as compared with 4 bushels, valued at \$5, for the preceding August. The total imports of flaxseed for the eight months ending with August were 13,389 bushels, valued at \$19,133, as compared with 501,277 bushels, valued at \$736,385, for the corresponding period ending with the preceding August.

In a recent issue of the Duluth Commercial Record the present condition of flax is summed up as follows: "Sufficient threshing machine returns are coming in to permit of forming some sort of an opinion on the probable flax average, although it is yet too early to make final figures on the crop owing to the fact some 15 to 30 per cent of it in North Dakota is still current and possibly some of it never will be cut. Further, there is no known basis on which one would be warranted in estimating what this will average when it is cut. Minnesota will fall a little short of 10 bushels and South Dakota will probably go 10½ to 11 bushels. This assures a crop in these two states of between 10 and 11 millions. North Dakota, on flax cut, will average 6 bushels to the acre and the flax still to be cut will not increase the average yield any, in fact may decrease it. The area figured for North Dakota was 1,800,000 acres, although it was something over that. However, some area of early flax has been abandoned and it is not likely that the area cut and to be cut will exceed 1,800,000 acres. This includes the late flax mentioned above, whose fate is still in doubt."

A recent report from Duluth states that the rate on grain to the lower lakes continues steady at 2 cents per bushel and that there is no suggestion heard of making any advance. Tonnage has been liberally offered at that figure. With the shipments of grain as low as at present, and with the strike on the lakes settled, there is little reason to look for higher rates for carrying grain. The total shipments of all grains from that port were only 1,045,000 bushels for the week ending September 26, while for the same week one year ago they were about 3,540,000 bushels.

SALES OF BOSS CAR LOADERS.

The Maroa Mfg. Co. of Maroa, Ill., report recent sales of Boss Car Loaders as follows: Westhoff Grain & Mercantile Co., O'Fallon, Mo.; Allen & Welton, Wheatland, Ind.; Harry Allen, Broadlands, Ill.; Dunlap & King, Franklin, Ind.; A. L. Stanfield, Edgar, Ill.; H. W. Johnston, Huntsville, Ohio; Wilson & Kaufman, Plain City, Ohio; J. M. Neer, Marion, Ohio; Hoosier Glass Sand Co., Rosedale, Ind.; Farmer's Grain Co., Tabor, Ill.; M. A. Current, Stateline, Ind.; Moberley Bros., Mt. Auburn, Ill.; Sharp Bros., Congerville, Ill.; Model Milling Co., Celina, Ohio; Palmer & Miller, Celina, Ohio; W. E. Waite, Glenaven, Ill.; G. E. Allinger & Son, Jackson Center, Ohio; Parsons & Edwards, Philo, Ill.; Lodge Grain & Coal Co., Lodge, Ill.; C. A. Havey, Bradfordton, Ill.; Rockford Milling Co., Rockford, Ohio; Stege Bros., Tinley Park, Ill.; B. F. Baker, Glenaven, Ill.; E. R. Ulrich & Sons, Chatham, Ill.; Allen & Anderson, Allerton, Ill.; Gottron Bros., Fremont, Ohio; W. M. Prillaman, Henning, Ill.; Decatur Elevator Co., Milmine, Ill.; M. J. Lee, Redmon, Ill.; E. R. Ulrich & Sons, Lake Fork, Ill.; Mattoon Elevator Co., Conlogne, Ill.; Beggs & Lewis, Arnold, Ill.; Bement Grain Co., Bement, Ill.; R. L. Metcalf Elevator Co., Lakota, N. D.; Greenleaf & Co., Woodson, Ill.; J. R. Deitrich, Bremen, Ind.; Adkins Bros., Prentice, Ill.; Greenleaf & Co., Murrayville, Ill.; B. H. Palmer, Ashland, Ohio; E. L. Barnes, Milton, Wis.; Tanberg-Siebens Co., Spring Valley, Wis.; National Elevator Co., McCowan, Ill.; National Elevator Co., Murdock, Ill.; J. M. Couch & Co., Ben-

nett's Switch, Ind.; E. L. Odenweller, Douglas, Ohio; Hoke Bros., Parsons, Kans.; E. J. Griffiths, Sidney, Ohio; Lewis & Co., New Berlin, Ill.; Rea-Patterson Milling Co., Nowata, I. T.; E. Lamont, Winfield, Kans.

SALES OF CORN SHELLERS AND CORN CLEANERS.

During the month of September the Barnard & Leas Mfg. Co. of Moline, Ill., sold corn shellers and corn cleaners to the following: Kansas City Milling & Supply Co., Kansas City, Kans.; C. T. Jones, Cartersville, Ga.; A. Van Camp, Decatur, Ind.; Henry Ruseling, Eleva, Wis.; D. A. & W. E. Porter, Skowhegan, Me.; H. W. Caldwell & Son Co., Chicago, Ill.; Louis G. Avilla, Durango, Mexico; J. L. Ortner, Richville, Mich.; S. A. Bley, Madison, Nebr.; Philip Smith, Sidney, Ohio; J. S. Minor & Son, Louisville, Ky.; R. O. & S. B. Davis, Smyrna, Tenn.; Farmers & Merchants' Milling Co., Ripley, Tenn.; M. Heaton, Murphy, N. C.; Wright Bros. & Co., Greenville, Mich.; Fairbanks, Morse & Co., Chicago, Ill.; Frank A. Lowden, Oregon, Ill.; Erwin Bros., Britt, Ia.; The Weatherford Milling Co., Weatherford, Okla.; J. S. Beardsley, Elysian, Minn.; Security Milling Co., Abilene, Kans.; J. A. Brown, Clarks, Nebr.; Lills Machine Works, Owensboro, Ky.

Miscellaneous & Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

WHITE WHEAT AND ALFALFA SEED.

When needing white wheat or Utah Alfalfa seed, write or telegraph

SAM WILLIAMSON, Salt Lake City, Utah.

WANTED.

A three-pair-high 9x18 or 9x24-inch roller feed mill, in first-class condition. Address

THE J. L. ROSS CO., Superior, Wis.

ELEVATORS WANTED.

In exchange for good farm lands in North Dakota, Minnesota, North Dakota and South Dakota preferred. For particulars write

D. E. C., Box 463, Duluth, Minn.

SITUATION WANTED.

An experienced grain buyer is open for an engagement. At present employed and during the past year have bought 400,000 bushels of corn and oats. Any firm that desires a reliable man and is willing to pay a salary commensurate with the work done should address

ILLINOIS, Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

FRITZ GRAIN CALCULATOR.

The Fritz Grain Calculator shows at a glance, or with simplest calculation, the cost of any quantity of grain, such as oats, shelled corn, ear corn, barley, wheat, from 14 to 73 cents per bushel at statute weights. Also two tables for calculating cost of tons and fractional part of a ton at any given price per ton from \$2 to \$13 per ton. Price of Grain Calculator, \$3; of Coal and Hay Calculator, \$2. Address

S. B. FRITZ, Pocahontas, Iowa.

ELEVATOR MACHINERY AND SUPPLIES.

Persons building or remodeling grain elevators should write for our catalog of machinery and supplies, which describes the "Ohio" Sheller, Smith's Improved Chain Drag Feeder, Smith's Overhead Wagon Dump, Elevator Head and Self-Cleaning Boot, Marquis Ear Corn Feeder, Cast Iron Pulleys, Wood Pulleys, Sprocket Wheels, Hangers, Shafting, Belting, etc. I also manufacture Saw Dust, Tupper and Straight Bar furnace grates.

PHILIP SMITH, Sidney, O.

WANTED.

Good flour mill and grain account wanted. Am in the commission business and can furnish the best of references. Correspondence invited.

J. SEEGER, Pensacola, Fla., Commission Merchant.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

KANSAS ELEVATORS.

Elevators for sale in Kansas. Address

E. J. SMILEY, 37 Crawford Bldg., Topeka, Kans.

STRONG SCALES.

For elevators and mills. The best is the cheapest, write to-day.

GOVERNMENT STANDARD SCALE WORKS, Terre Haute, Ind.

FOR SALE.

Gasoline and steam engines for sale. A specialty of complete power plants.

WALLACE MACHINERY CO., Champaign, Ill.

FOR SALE.

Barley Separators, Printz & Rau make, one No. 1½ and one No. 2½, for sale.

D. ROTHCHILD GRAIN CO., Davenport, Ia.

FOR SALE.

Fairbanks Railroad Track Scale, 60-ton, with registering beam, in good condition, for sale.

D. ROTHCHILD GRAIN CO., Davenport, Ia.

FOR SALE.

Elevator and coal business on B. & M. Ry., for sale; steam power, hopper scales, cribs, etc.

J. M. MARSH, Hebron, Nebr.

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

FOR SALE.

One No. 1 Victor Sheller, one No. 1 Cornwall Cleaner and one 14-horsepower Charter Gasoline Engine.

HORNER ELEVATOR & MILL CO., Lawrenceville, Ill.

INDIANA ELEVATOR.

For sale, elevator in Indiana; capacity, 30,000 bushels; crib room, 15,000 bushels; modern in every respect; good reason for selling. Address

E. W. WAGNER, 99 Board of Trade, Chicago, Ill.

AT A BARGAIN.

One No. 1 Western Latest Improved Shaker Combined Corn and Grain Cleaner, new, for sale at a bargain. Write for Circular No. 18 of special bargains in second-hand machines.

A. S. GARMAN & SONS, Akron, Ohio.

FOR SALE.

Elevator, 40,000 bushels' capacity, 35 h. p. steam; machinery new 1892; steam shovel, cleaner, corn-sheller, feed mill, track scales. Handling from all railways entering Kalamazoo—Michigan's best winter wheat section. Patrons 41 years, millers, all Eastern States. Excellent opportunity, large trade, wheat, rye, corn, oats, wool, seeds, coal, flour, feed, etc. Population city, 30,000. On main street, one-quarter mile from business center. Original cost building, machinery, \$20,000; convertible into flour mill; no merchant mill here. On valuable business lot, 97 feet front, 165 deep. Entire property, \$7,000 cash—no trading. Address,

J. L. SEBRING & CO., Kalamazoo, Mich.

FOR SALE CHEAP.

Three Barnard & Leas Dustless Separators, 1882 pattern. Want to make room for large capacity separators. Address
J. F. HARRIS & CO., Burlington, Iowa.

FOR SALE.

We have a large stock of boilers, engines, steam pumps and pulleys for sale. Write for specifications and prices to

PHILIP SMITH, Sidney, Ohio.

MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

FOR SALE.

Stationary engine, steam, 10-horsepower, for sale; one 30-horsepower tubular boiler with full arch front; heater; cold and hot water pumps, and other attachments.

R. H. WATSON, Old Fort, Ohio.

FOR SALE.

One Barnard's Perfected Elevator Separator, with double counterbalanced shoe, capacity 500 to 1,000 bushels per hour, with extra sieves for corn, oats and flax. Separator used but a short time; is in first-class condition. Address

THE J. L. ROSS CO., Superior, Wis.

MAKE YOUR WANT KNOWN.

There are few mind readers and when you want to convey an idea to a grain shipper or receiver it's best to either put it in type or shout it at him. The "American Elevator and Grain Trade" reaches a large class of readers who will read your wishes if you have them put in type in these columns.

FOR SALE, SECOND-HAND GAS AND GASOLINE ENGINES.

One 12 H. P. Fairbanks & Morse, with electric igniter and hot tube, latest improved.
One 8 H. P. Fairbanks & Morse.
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One 4 H. P. Fairbanks & Morse.
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One 10 H. P. Fairbanks & Morse, portable.
One 10 H. P. gas engine, stationary.
One 12 H. P. Weber.
One 20 H. P. Weber.
One 2½ H. P. Weber.
One 16 H. P. Otto.
One 50 H. P. Otto.

These engines have all the latest improvements and will be sold at a bargain. Address
JOPLIN GAS ENGINE CO., Joplin, Mo.

Burlap Bags!! Grain Bags!!

ALL SIZES MADE TO ORDER.

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Write for Prices and Catalog.

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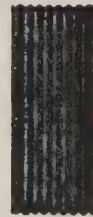
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REFERENCES..... } Manufacturers' National Bank, Philadelphia, Pa.
} Union National Bank, Westminster, Md.

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L. Bartlett & Son,

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Our Customers' Interests Closely Watched;
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SUCCESSORS TO
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SHIP US YOUR TIMOTHY SEED.
CLEVELAND, OHIO.

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GRAIN AND HAY

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THE LARGEST RECEIVERS OF CON-
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I have elevators for sale in the Grain Belt of Illinois on the I. C.,
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ranging in price from \$3,500 to \$15,000. Write me. Correspondence
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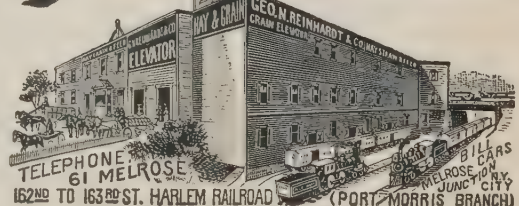
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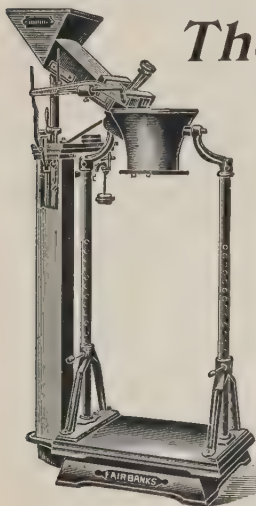
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- (1) It is Easy to Handle.
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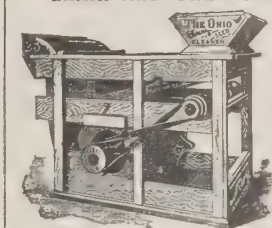
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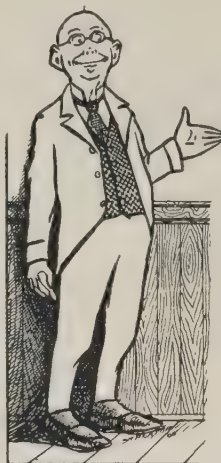
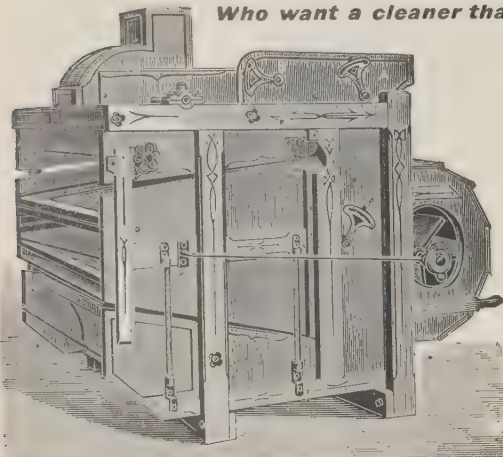
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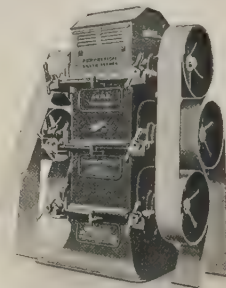


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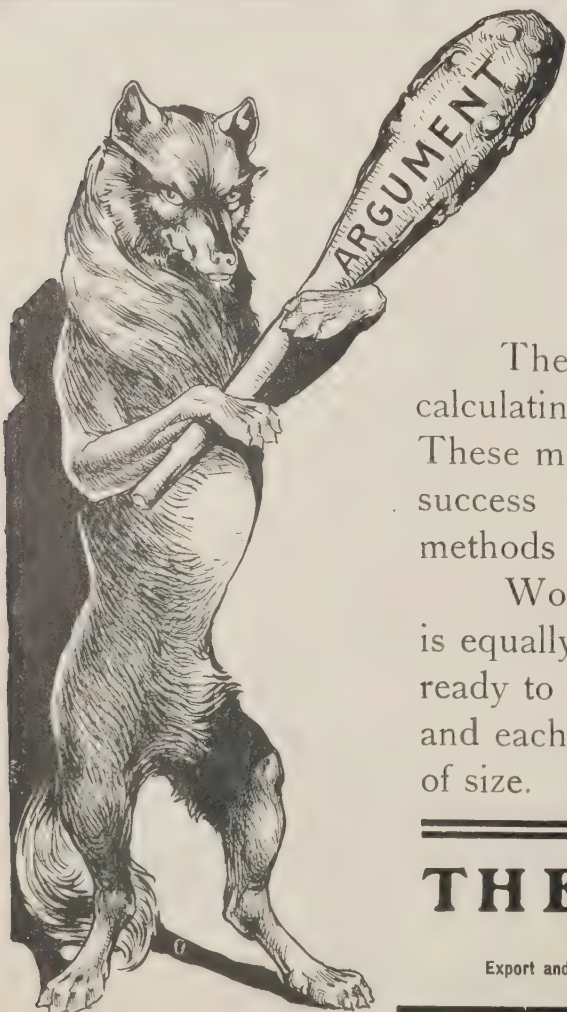
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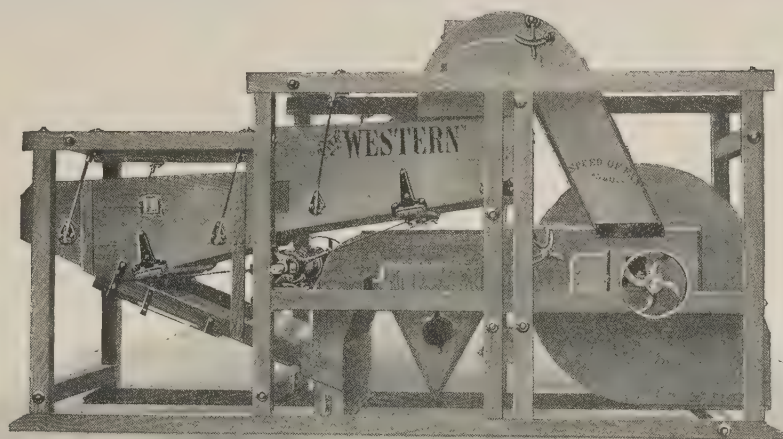
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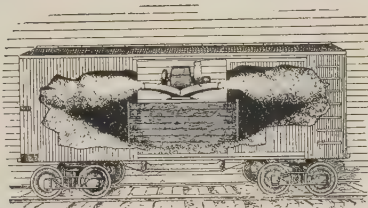
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Adjustable Screen. Perfect Cleaning.
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which is shown in the accompany-
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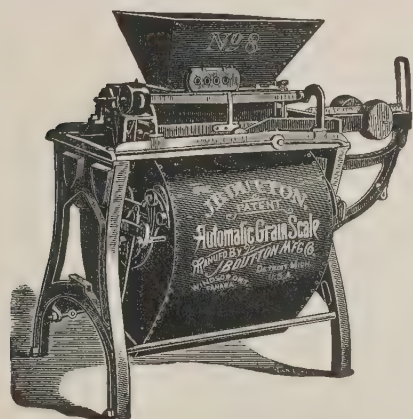
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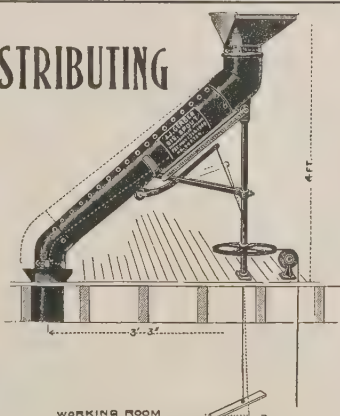
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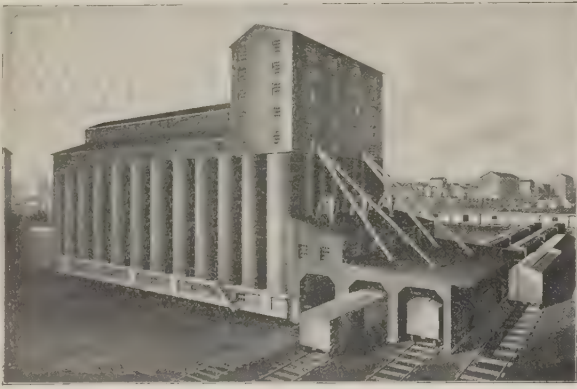
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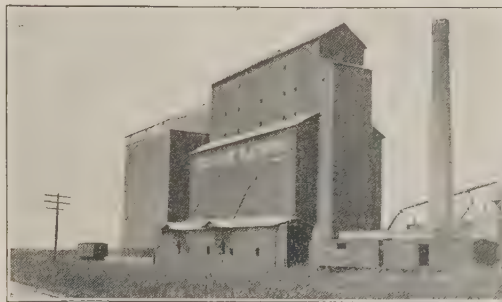
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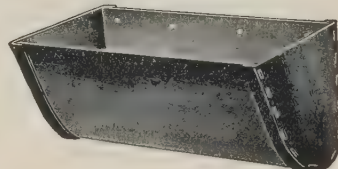
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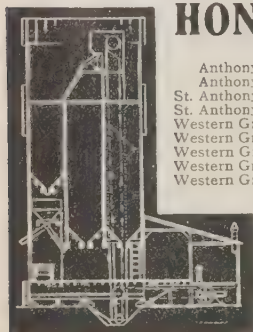


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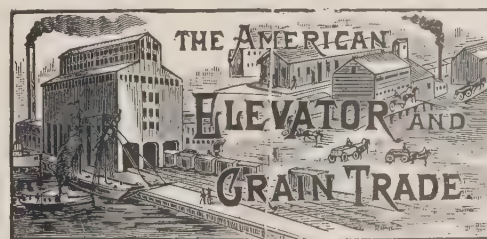
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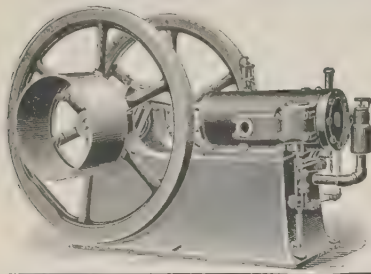
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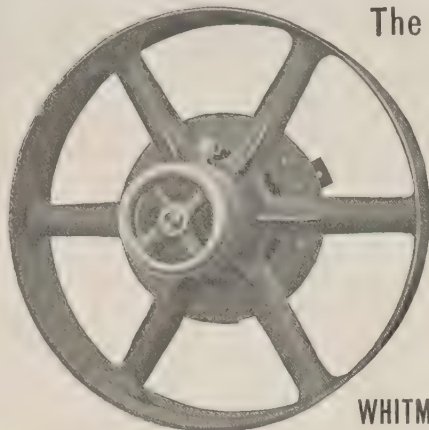
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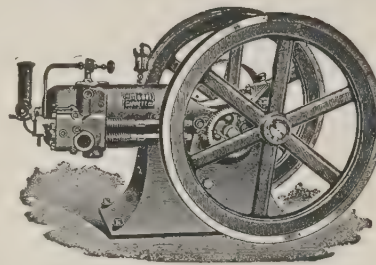
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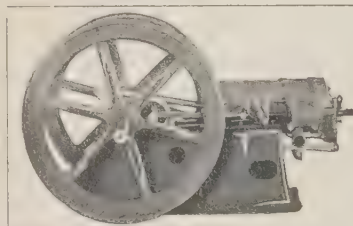
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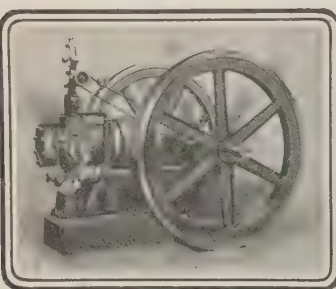
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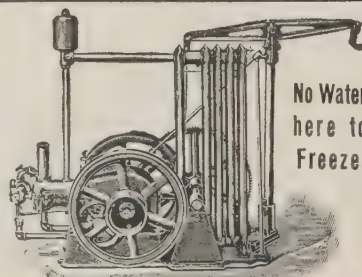
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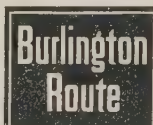
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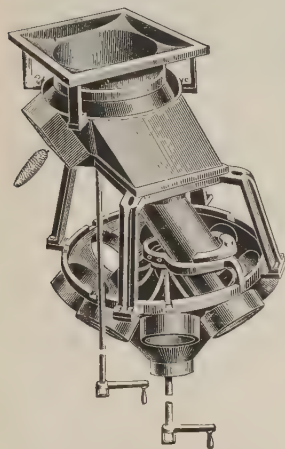
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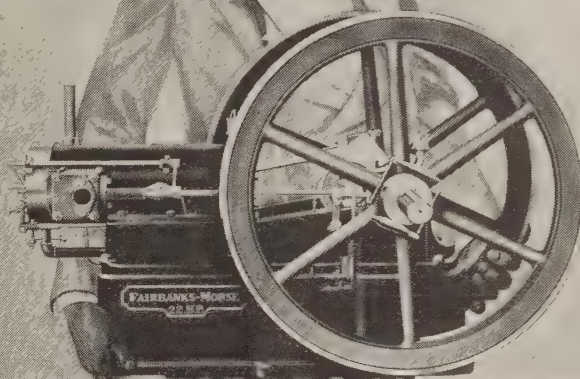
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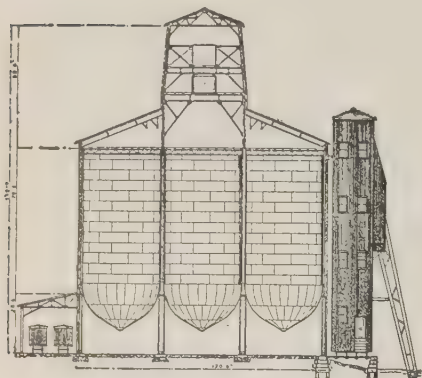
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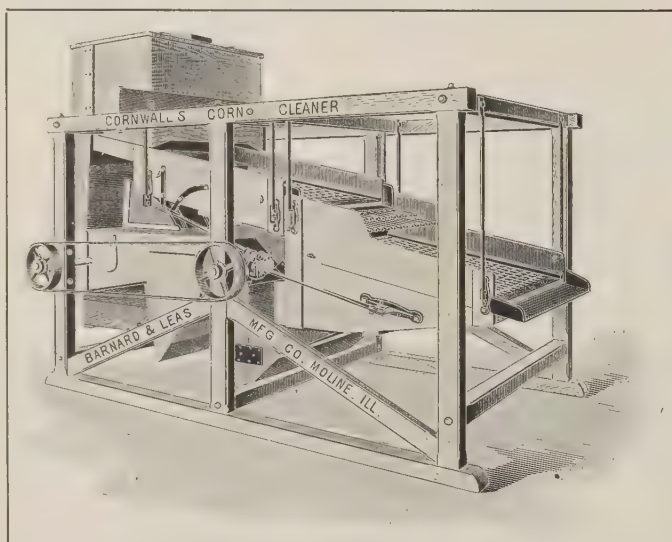
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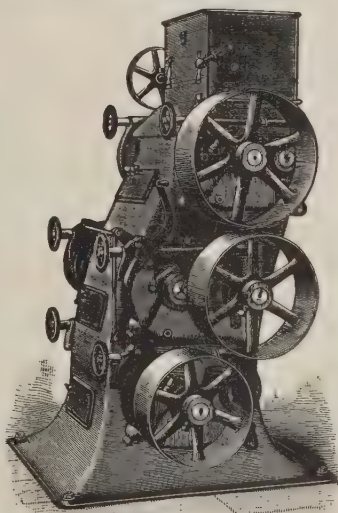
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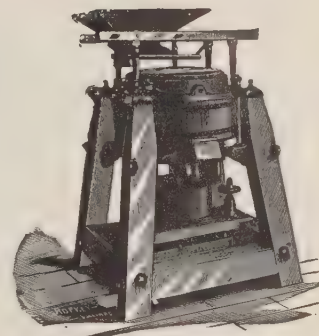
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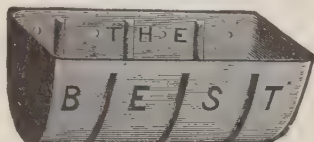
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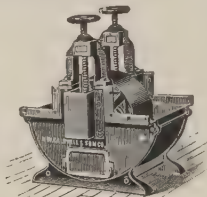
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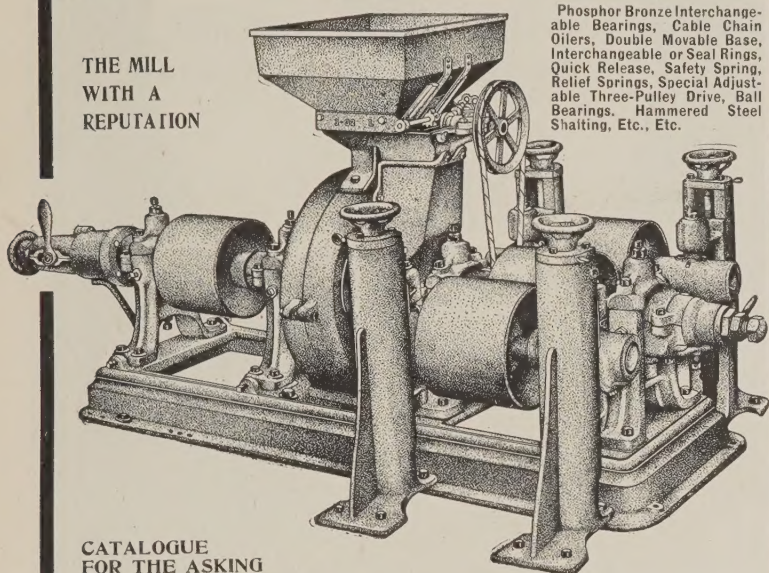
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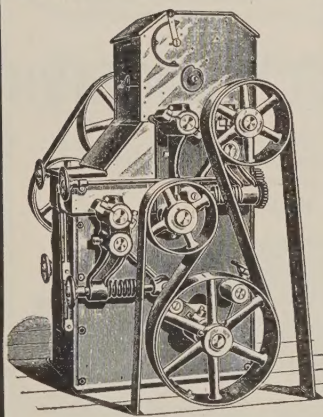
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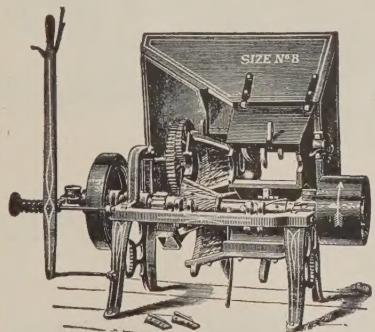
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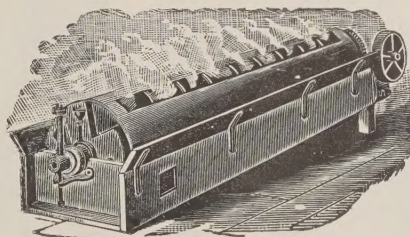
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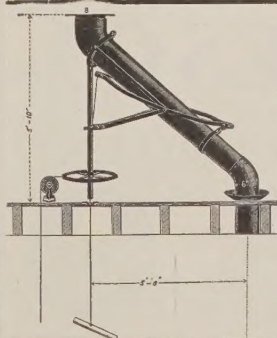
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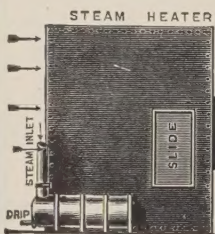
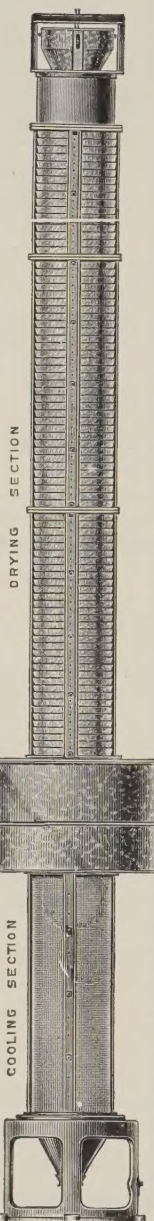
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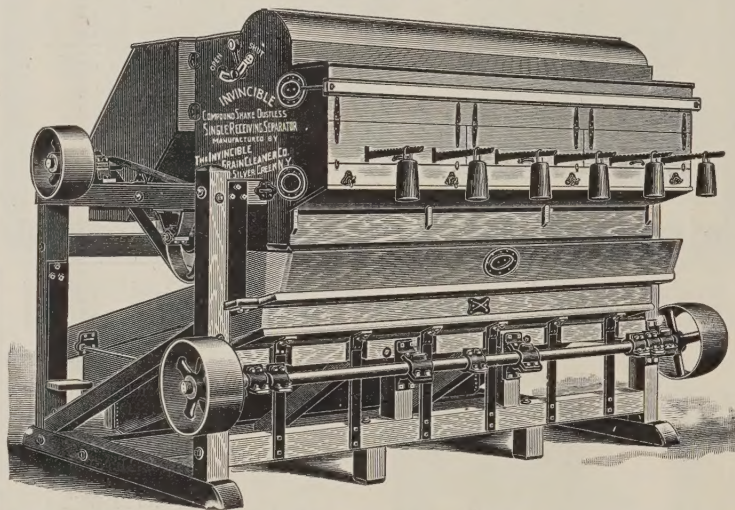
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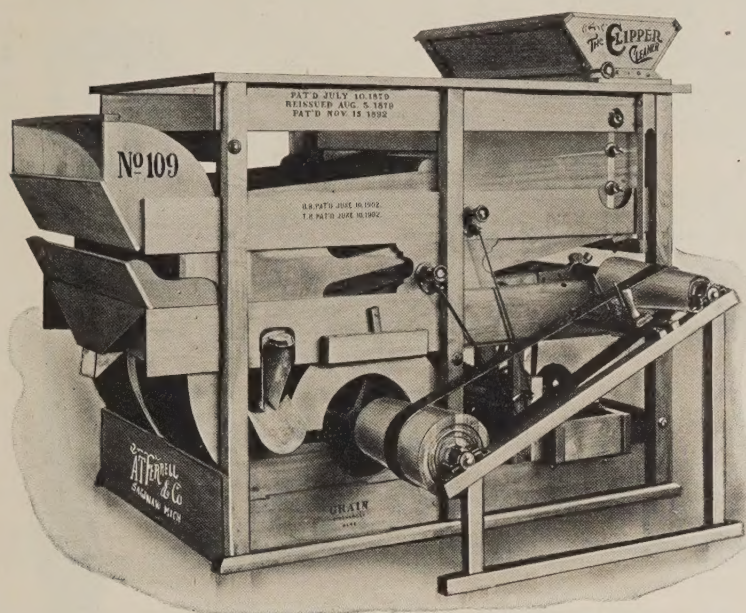
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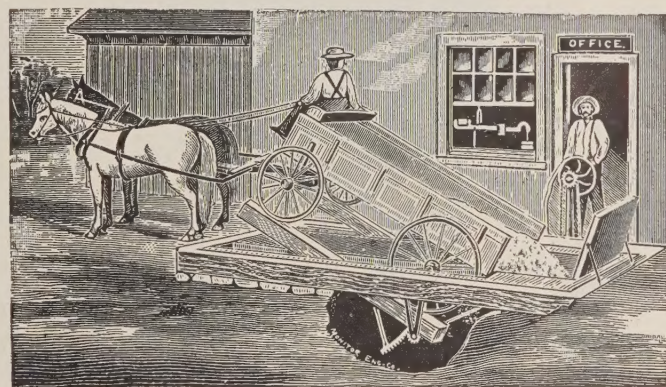
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